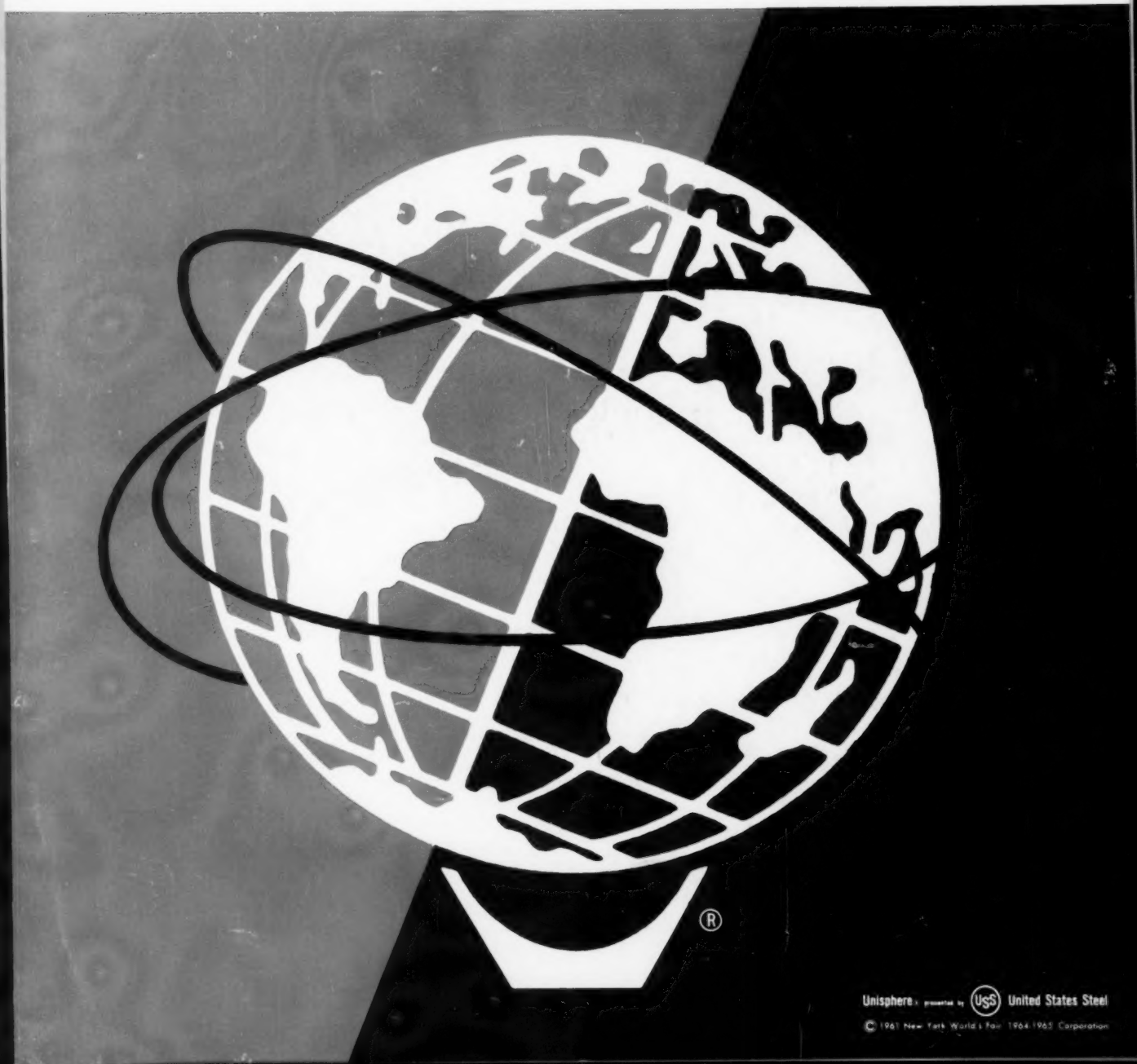
A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

April 20, 1964



Business Bulletins *from around the world*

ALGERIA—U.S. firm, New Hampshire Insurance Co., granted operation authorization by Government. Company licensed to underwrite all major types of risks.

BELGIUM—Agreement concluded between group of Belgian banks and S.A. Telifonos of Mexico to finance purchase of telephonic, telecommunications equipment for Telefonos development program covering 1964-68. Initial cost of equipment fixed at $10 million with future financing of equipment assured. ITT affiliate at Antwerp, S.A. Bell Telephone Manufacturing Co., to be principal supplier.

FRANCE—Oxygen steel plant with annual capacity of 1.6 million mt. to be built jointly by DeWendel and Sidelor, 2 of 4 largest French steel producers, will include continuous cold rolling mill.

INDIA—Steering Group on Iron and Steel recommends steel production target of 17.5 million ingot tons for 4th Five Year Plan (1966-71). Target of 4 million tons set for pig iron, 750,000 tons for alloy, special steels. Target based on planned construction of Bokaro steel plant with 2.5 million ingot ton capacity; 2 other plants, each with 1.5 million ingot ton capacity; and 500,000 ton plant at Salem, Madras.

IRAQ—Director General of Imports, Exports issued about 500 licenses for importation of 50,000 tons of rice. Licenses valid for import of any variety of rice except Basmati, reserved for Government Purchasing Board. Merchants may apply for additional licenses after utilizing previous licenses.

Baghdad's month-long trade fair drew 300,000 visitors. Main emphasis was on Iraqi products; 5 Arab countries also participated. More foreign countries expected to participate next year.

ITALY—Increased participation by U.S. firms in new Sicilian industrial ventures evidenced through activities of Fasco Italiana, Italian branch of privately-owned Swiss-Italian investment holding company. Fasco's current Sicilian projects in which there is either direct U.S. financial participation or utilization of U.S. consultants, supplies or equipment include construction of paper cardboard mills at Fiumefreddo, operation of petroleum valve manufacturing plant at Patti.

KOREA—Pacific Area Travel Association (PATA) Convention scheduled to be held in Seoul in 1965, giving Korea important opportunity to demonstrate tourist potential to 800 delegates expected.

LUXEMBOURG—During 4th quarter 1963, Clipper Manufacturing Co. subsidiary, Clipper-Luxembourg S.A., began initial production of industrial saws; duPont de Nemours (Luxembourg) S.A., began construction of plant for production of Mylar plastic film and synthetic fiber; Monsanto's Chemstrand Division subsidiary, Monsanto Europe, broke ground for plant employing 1,000 in production of nylon.

Recent newspaper survey shows country leads EEC in proportion of households possessing: automobiles (48 out of 100), electric mixers (39), refrigerators (57).

MOROCCO—Plant being built in Tangier by Japanese firm to assemble electrical appliances, transistor radios for sale in African, European markets. Plant to employ as many as 30.

NEPAL—Soviet team arrives for survey of sites for possible Soviet-financed cement plant.

Pakistan to finance installation of single high frequency channel for voice, teletype between Kathmandu and Dacca at estimated cost of $80,000. Installation due to start in June or July, with transmission expected in fall.

NETHERLANDS—Bechtel International Co., subsidiary of Bechtel Corp. of Calif., has charge over entire gas pipeline construction, network extending over 308 miles.

Gulf Oil Co. and British Petroleum Co. to carry out joint gas, oil exploration projects in Wadden Islands area off Dutch north coast.

Rapid-Standard Co. of Michigan, British firm merge with Van der Lande N.V into N.V Rapistan Lande to produce Rapistan, other conveyor systems for sale in EEC countries.

NIGERIA—Lagos Municipal Transport Service, firm operating capital city's municipal bus service, announces proposal to acquire 30 new buses at estimated cost of $700,000 to replace older vehicles in fleet.

SAUDI ARABIA—Esso plans to build factory in eastern province to blend refined petroleum products into marketable lubricants. Factory to make necessary cans, containers out of sheet steel.

SOUTH AFRICA—New factory for brake, clutch linings in Durban expected to be in production by end of year. $1.1 million plant to employ more than 100 persons and utilize, for most part, local materials. Necessary asbestos fibers to be supplied from Swaziland. Output expected to meet full demand for brake, clutch linings of rapidly-expanding motor industry.

SOUTHERN RHODESIA—African Lumber Co., Bulawayo, to supply $5 million worth of teak parquet flooring to Parquet Flooring International, Philadelphia under 5-year contract.

SWITZERLAND—Consortium of Switzerland's 3 largest commercial banks to grant credit of 25 million Swiss francs ($5.8 million) to Colombian Banco de la Republica to finance purchases of capital goods from Switzerland.

Commercial agreement between Switzerland, Hungary was extended recently until September 30.

TANGANYIKA—Consortium of British, French, Swiss businessmen propose to invest $14 million over next 5 years in new sisal planting, plantation equipment. Investment should make additional 36,000 tons of sisal available annually.

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Annual subscription $16.00 ($5.00 additional for foreign mailing). Single copy 35 cents. Domestic subscribers desiring airmail service must remit $25.00 additional for postage. Make remittance payable to the Superintendent of Documents and mail either to the nearest Department Field Office or to the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402. Address changes should be sent to the Superintendent of Documents.

Address correspondence concerning editorial content to: The Editor, International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

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the cover

Getting to that Unisphere—and the World's Fair—is half the battle, but it's not hard, even when you're coming from Down Under. An Australian going by way of London can proceed to and from the United States for £9/10/- extra (jet economy), and for £44/12/- can buy 15 days of air travel to 48 States and more than 550 cities. Once in New York, he can go by subway for 1/2d. and gain admission to the Fair for 16/9d. (adults) and 8/10d. (children). See story on page 2.

International Commerce

Published by Bureau of International Commerce

April 20, 1964 — Volume 70, Number 16

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POWERFUL MAGNET

World's Fair opener set

Flushing Meadows headquarters ready to receive millions from around world

By STANLEY LICHTENSTEIN
Staff Writer

NEW YORK—Statisticians estimate that 70 to 100 million people will come to the 1964-65 New York World's Fair. Something like 2%—or 1½ to 2 million people—are expected to be foreigners. They are likely to "come to the fair" an average of 3.2 times each, compared with 2.36 times for Americans living more than a thousand miles away, and 5.11 times for metropolitan New Yorkers. The average adult is expected to spend $7.20 a day at the Fair, and another $5.45 for each child.

Fascinating as it is to speculate about this flood of humanity and their doings at the Fair, a number of things are reasonably certain as opening day—April 22—approaches. The visitors will be out for a good time. They will look, listen, and learn—particularly about the fabulous world of tomorrow previewed at many of the pavilions—and will, by their intermingling, contribute in some measure to the Fair's theme and aspiration of "Peace Through Understanding." Foreign visitors—touring other parts of the country as well—will learn more about America; Americans will learn more about them. International trade and travel will be stimulated. There will be other benefits.

Electrified

After being greeted inimitably by Cantinflas, Mexico's shirttail-showing comedian, opening-day visitors will begin rising to the Fair's challenge. Lying in wait for them at the Tower of Light will be a group of synthetic farm fowl, more captivating than the flesh-and-blood variety, who will chant: "We chickens all have to cluck with pride about our farms electrified." The Fair's industrial area constitutes about a third of the whole complex. More than 360 companies will be displaying their products at four multiple-exhibitor pavilions—the Better Living Center, the Hall of Education, the Pavilion of American Interiors, Inc., and the House of Good Taste, Inc. Dozens of other leading firms will be exhibiting in their own buildings.

Laid out on 646 sprawling acres, the fairgrounds encompass: the Federal pavilion (more than a city block square) and State pavilions, stretched around the Unisphere and the Astral Fountain; pavilions of some 50 countries; and industrial, transportation, and lake amusement areas. Landmarks include a Pool of Industry, Hall of Free Enterprise, and Fountain of the Planets. U.S. and foreign government and industry have invested more than half a billion dollars in the displays.

Broadcasts

Every communications medium is being used to bring Fair activities to audiences around the globe. Radio and television broadcasts—both news and commercially sponsored package programs—will bring many millions of people in contact with the Fair who will never set foot on fairgrounds: radio-TV services are preparing tapes for distribution far and wide. "Allez en famille à l'Exposition Universelle de New York," says the New York State Commerce Department's international commerce division in an advertisement inviting French families. The same ad is appearing simultaneously in newspapers of many countries in the language of each.

Through nine offices on five continents, the United States Travel Service (U.S. Department of Commerce) is publicizing the Fair in overseas trade journals, consumer publications, housing handbooks, posters, displays, television programs, and USTS overseas newsletters. It is holding Fair briefings for travel-industry associations and members, arranging overseas press and industry conferences for World's Fair officials, and devoting at least one issue of each overseas newsletter to the Fair. USTS sales promotion and visitor services divisions are prepared to advise exhibitors on appropriate materials for overseas use, sources of distribution, and facilities for handling overseas visitors to the Fair—including suggestions on utilization of interpreters and information services.

As one of the promotion pieces puts it, bringing the whole family across oceans to the World's Fair is eminently worth while. "It's a wonderful way to combine business and pleasure," and the visitors "can see a lot of America." Special air and bus fares have been adopted to make it easy for foreign tourists to take advantage of the opportunity.

Official Opening

Some 16,000 invited guests will surge into the Singer Bowl at 11 a.m. on Wednesday, April 22, to witness the New York World's Fair's official opening by President Lyndon B. Johnson. Among them will be some old-timers who were present in 1939 when the previous New York World's Fair was opened by President Franklin D. Roosevelt.

Dec.-Feb. exports up 4%, Census Bureau reports

U.S. exports from December 1963 through February 1964 rose about 4% over the preceding 3-month period, latest Census Bureau figures indicate. The $24,462 million total represents the annual rate on a seasonally adjusted basis for exports of domestic and foreign merchandise, excluding military assistance program—grant-aid shipments. For February alone, the figure was $2,028.7 million on a seasonally adjusted basis—about the same as the January seasonally adjusted total of $2,037.3 million.

With imports relatively unchanged, the December-February U.S. export volume puts the United States' favorable trade balance at $7 billion—considered an important factor in the improved balance of payments for the first quarter of 1964. If U.S. imports increase in the next few months as the economy expands, the pronounced upturn in the U.S. trade surplus may slacken.

POSTPONED

The second International Hunting Exhibit and Fair, scheduled for June 20-July 5 in Florence, has been postponed until Oct. 24-Nov. 8.

Hodges: Get up and sell

Commerce Secretary's export talk feature of Florida Trade Conference

By FREDERIC S. OTIS
Managing Editor

MIAMI: Secretary of Commerce Luther H. Hodges told delegates attending the Third Florida World Trade Conference April 9th that U.S. businessmen should sell Russians "everything they can eat, drink, and smoke, just as long as it does not involve strategic materials."

Throwing aside his prepared speech, the Secretary told the 300 Florida businessmen at the Dupont Plaza Hotel banquet to "get out and sell goods. The United States needs to redouble and quadruple our efforts to sell abroad. Sell goods—sell goods! We've got the opportunity and the ability to sell abroad," he told the group.

Americans can sell just about anything that has a good name if they will exert a little energy, as many of them have discovered in South and Central America, the Secretary told the group. He pointed out the opportunities in the area easily approachable from Florida ports, and told the group they would be surprised to know of the difficulty the Department has in obtaining exhibitors in government sponsored exhibits of U.S.-made goods abroad. "Many firms neglect to send a salesman abroad to write orders, even when their goods are being exhibited," he said.

Could top 100%

"We are running our industrial machinery at about 90% of capacity. We could run 100% and then add another shift," he told the conference.

U.S. businessmen sell less than 4% of their products abroad while competing nations such as Great Britain and France sell up to 40% of their goods to other nations, Mr. Hodges told the group. He said that he had talked to foreign businessmen and asked them why they did not buy from the U.S.

" 'Because you wouldn't ship the second order' they told me," the Secretary told the southern business leaders. 'You might take the first order because you need it. But when the second order came business might be better, and you wouldn't fill it.'

"The danger of our present good economy is that you will quit selling," the Secretary warned the group. "Basically I am a seller. I don't like to see our competitors outsell us."

The 2-day conference heard Florida Governor Farris Bryant at the noon luncheon on Thursday say that:

"Florida has a new awareness of the world, just as the world has a new awareness of Florida. Foreign trade in Florida," he said, "is one of the great and significant factors in our economy. With its 13 deep-water ports, and 6 international airports, Florida is in an unparalleled position to make significant gains in international trade."

4 panels met

Two panels were in session each day of the conference. On the first day members attended one discussing "The Caribbean," or one on "The Alliance for Progress."

A. B. Trowbridge of San Juan, Puerto Rico, served as moderator of the Caribbean panel, whose members included Bartolome Stipec, a professor from the University of Puerto Rico; Clovis F. Beauregard, the Secretary General of the Caribbean Organization, in Puerto Rico; Harold R. Logan, of New York City, representing the Grace Line; and Clyde S. Namsoo, North American Director of the Trinidad-Tobago Industrial Development Corporation.

Among the recommendations of the panel were the suggestions that U.S. businessmen make a serious effort to obtain a better knowledge of Caribbean trade opportunities and of investments of a long term nature.

Moderator of the panel on the Alliance was Richard M. Boesen of Lima, Peru, who is Latin America representative of the Florida State Chamber of Commerce. Panel members included Jose A. Mora, Secretary General of the Organization of American States; James A. Lynn from the Inter-American Development Bank; and Wendell Jarrard of Tallahassee, Chairman-Director of the Florida Development Commission. The group recommended that the Alliance for Progress be strengthened by certain incentives for increased private investments, possibly including tax advantages, and that an intensified publicity campaign be launched to get the message of the Alliance for Progress to all of the inhabitants of all of the Latin America countries.

Dr. Mora told the group:

"We hear much about the Alliance these days, and a large part of what we hear is, in my view, unnecessarily pessimistic. A realistic appraisal of the evidence warrants much more optimism and faith in the Alliance than are generally manifested today.

Study Common Market

At the Friday session a panel on the European Common Market was moderated by Emil E. Schnellbacher, Assistant Director of the Bureau of International Commerce, U.S. Department of Commerce. Panel members included Stefan Jean Rundt of New York, President of S. J. Rundt Associates; Harvey Williams of Philadelphia, President of The Company for Investing Abroad; Francis S. Murphy, from Pan American World Airways; Theodore R. Gates, from the Office of the Special Representative for Trade Negotiations; and Dr. Arthur Denning, of New York, Commissioner for New South Wales in the United States.

There was considerable interest in this panel's discussion, and the final recommendation included a warning of a shifting of present economic balances in the Free World and an integration of economic and commercial entities in Europe. This, the group felt, should be regarded by U.S. businessmen as an opportunity that will open new and larger markets for American products and will create opportunities of U.S. investment.

The panel of The Central American Common Market was moderated by Frank Dunbaugh of Miami and included as members the following: Adolfo Rios of Guatemala City; Dale D. McConkey, of Boston, of the United Fruit Company; Mario Saborio, a director of Pan American from Costa Rica; and Robert E. Salisbury. Included among the recommendations of this panel was the suggestion that the Florida State Chamber of Commerce establish a library or facility for disseminating information on the Central American market.

John Scott, Special Assistant to the Publisher of *Time* magazine, was the luncheon speaker on Friday. He reported on several years experience he has had gathering information on the Central American states for his publication. The topic of his talk was "The Alliance for Progress—How Much Progress?"

COMMERCIAL OFFICERS URGE:

In Africa, sell hard

Commerce, State Department specialists hold first conferences on continent

Patience, understanding of local trading conditions, and aggressive sales techniques are essential ingredients of a successful export promotion program in newly developing African countries. This was one of the main conclusions drawn from two conferences of Commercial Officers in Lagos, Nigeria, March 30-April 2, and Nairobi, Kenya, April 6-9, under auspices of the Departments of Commerce and State.

The meetings—the first of their kind in Africa—enabled staff officers of 31 different Foreign Service posts throughout the continent to exchange views on the outlook for U.S. exports to Africa. Ways of dealing with existing deterents to the marketing of U.S. goods were discussed.

Participants agreed that rapid political transition in Africa has created a new market situation. Former colonial areas are anxious to achieve greater diversification in their foreign trade patterns and are stressing economic development programs which should create challenging opportunities for participation by U.S. business to the mutual benefit of both the African countries and the U.S. commercial community.

Among marketing factors which need to be taken into account are special labeling, marking and packaging requirements which vary from country to country. In many parts of Africa, internal distribution channels are still dominated by European-headquartered trading companies who purchase through indent from their head offices. These companies, in turn, handle many similar lines of goods and may not always aggressively promote their American lines as opposed to comparable European brands. There are notable exceptions, but conferees generally agreed that U.S. exporters interested in long-term development of African trade should themselves take the lead in establishing local agencies and necessary warehousing and servicing facilities.

In the more developed markets, as in the Republic of South Africa and the Rhodesias, this is not a vital prerequisite, but export growth will depend heavily on the competitive performance of the product in the market in terms of price, shipment, and delivery factors.

In many areas, agriculture is the principal source of income and the population still heavily depends on subsistence activities although many countries have shown striking advances in per capita increase growth and consumption of diversified goods and services.

In a number of countries, the government is a heavy purchaser of both capital and consumer goods, since, directly or indirectly, government bodies are engaged in the productive sector of the economy. Familiarization with government bidding procedures and underlying local specifications are important.

Countries cited as having relatively favorable near-term prospects for expansion of U.S. trade include Nigeria, Ivory Coast, Guinea, the Republic of the Congo (Leopoldville), the Republic of South Africa, Libya, Kenya, and Ethiopia. Each presents a different market situation requiring adaptation to local requirements on the part of the U.S. exporter. In some countries credit terms could be easily offered to established traders. In others, considerable investigation of the bona fides of the customer was advocated.

The conferees noted that in markets hitherto restricted because of governmental trade deterrents, the U.S. AID program, through its tied-aid procurement features, offers significant possibilities for introducing U.S. goods and services.

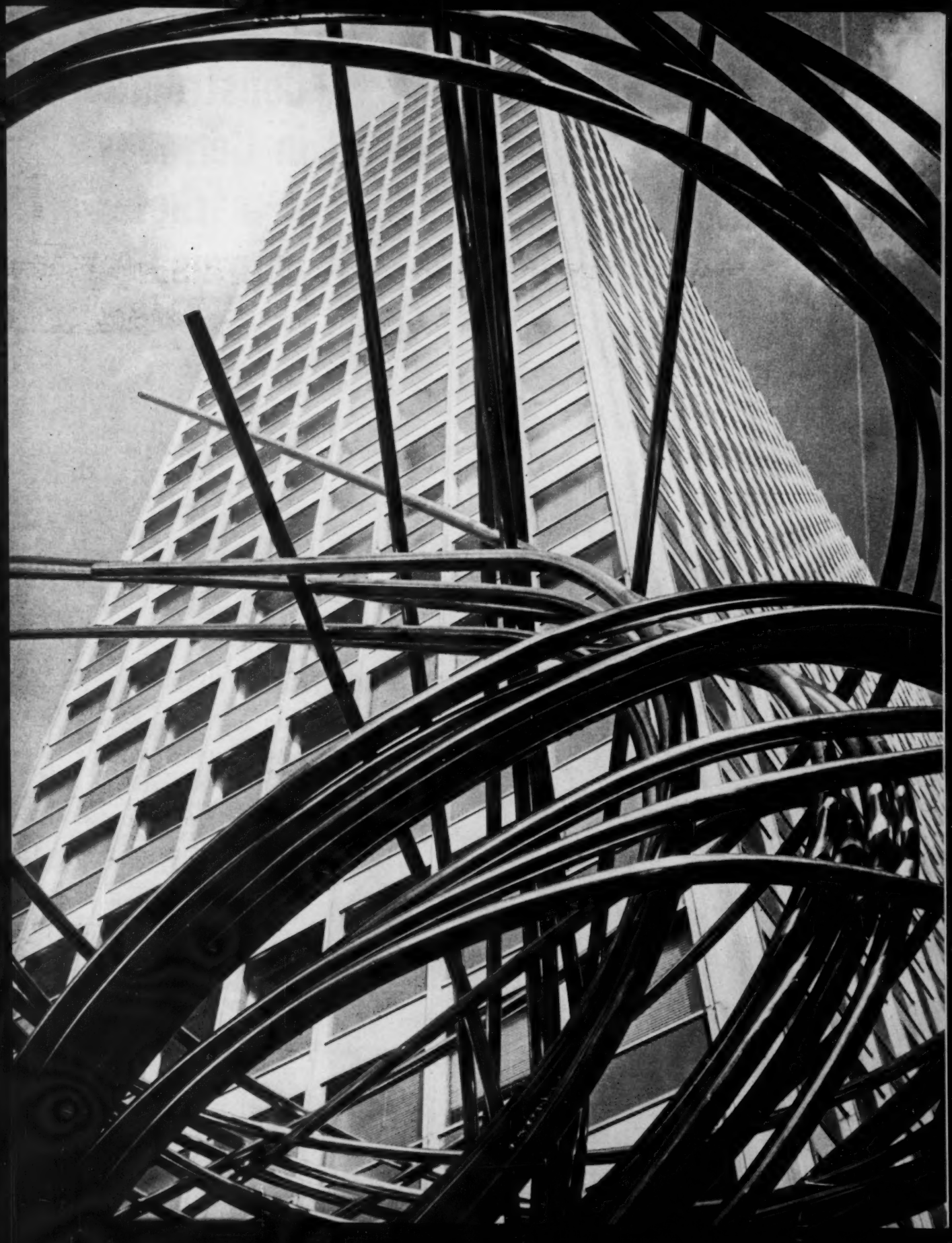
Although U.S. exports have gained in Africa, results have been somewhat disappointing alongside the more dramatic growth rates of other countries. Failure to study local marketing conditions and to apply marketing techniques suited to each particular country is one reason for the less favorable performance in the African market. It was also noted that many American companies have not been fully utilizing services and facilities of commercial offices in the various African posts. As one conferee put it: "The 'Made in the U.S.' label is highly regarded, but it cannot be depended upon to sell the product. Africa now is a highly competitive market."

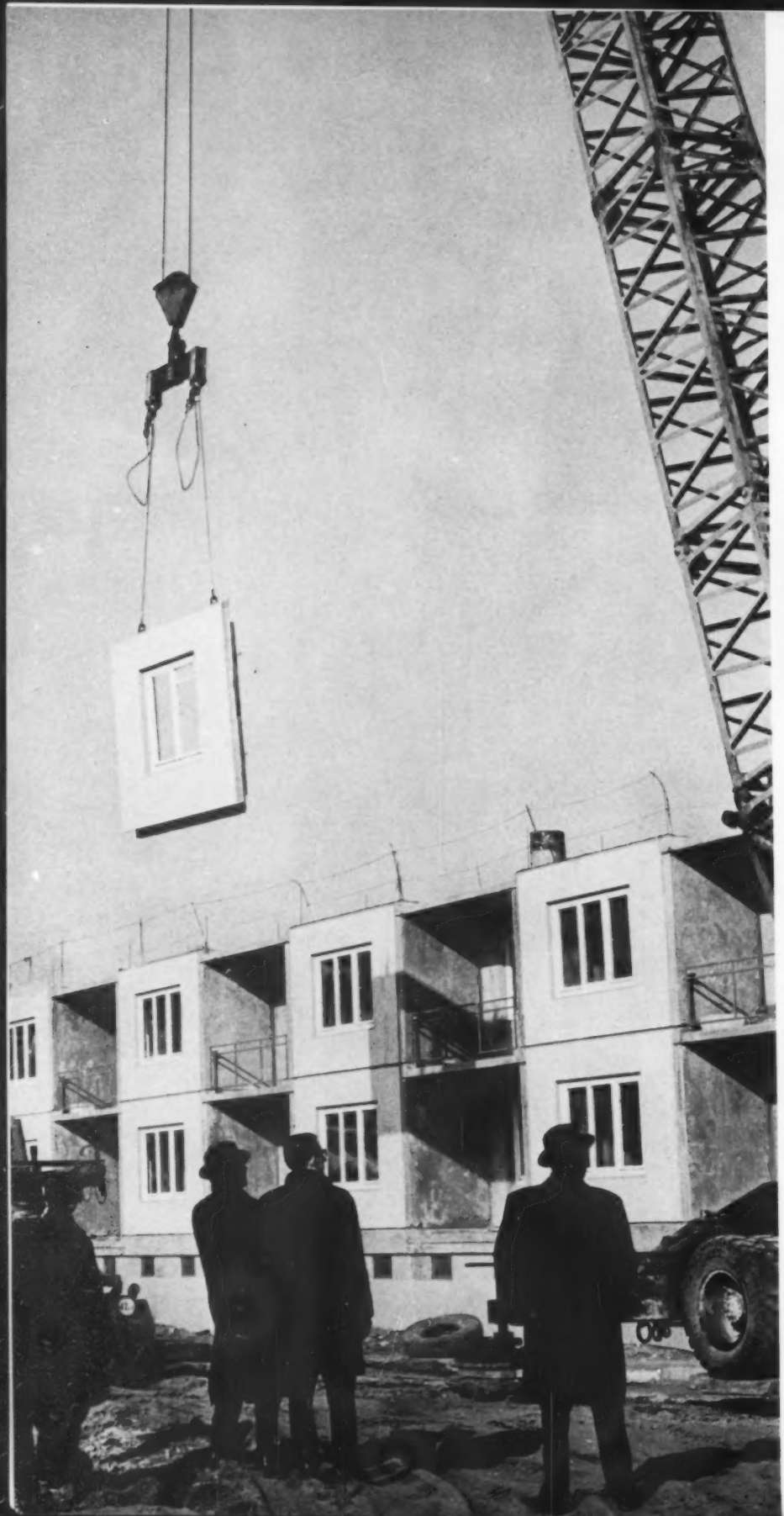
The Departments of Commerce and State were represented by a 5-man delegation from Washington headed by the Deputy Assistant Secretary of Commerce for Domestic and International Business, Thomas G. Wyman, and the Director of the Bureau of International Commerce, Eugene M. Braderman.

Trade Mission Report—Pages 6-27

Builders study German need for U.S. construction materials

Right: new Duesseldorf skyscraper





Construction in Germany: A market appraisal

By G. EDWARD BORST

Director, U.S. Building Supplies and Equipment Mission to Germany

Now is the time for U.S. manufacturers of building materials and supplies to take a look at the German market.

G. EDWARD BORST

The U.S. Building Supplies and Equipment Mission—composed of a director, a trade development officer, and four U.S. businessmen experienced in construction—spent almost a month (February 29-March 27) visiting sites in Germany's principal cities. The group held conferences with German and American Government officials, German businessmen, engineers, architects, and contractors, in an effort to learn why building costs are so much higher there than they are in the United States despite considerably lower money wage rates, and why it generally takes twice as long to complete a building project in Germany as it does in the United States.

Mission members visited factories producing for the building industry and staffed a U.S. Business Information Center (BIC) for 10 days at the Building Materials Trade Show in Munich. They discussed at length, among themselves, the German housing and construction industry. The following views were virtually unanimous among the members:

The German housing and construction industry has available for its use, for the most part, a supply of up-to-date building materials and a supply of modern tools and equipment. Also, the people in this industry are generally familiar with the latest methods and techniques.

There is a philosophy in Germany that everything constructed must be built to last for many, many years. Along with this feeling goes the belief that for anything to

be good it must be massive—thick and heavy. Building codes of the various cities and states go hand in glove with this philosophy. Investors and lending institutions also foster this policy.

No general contractor

In the construction industry in Germany, with possibly few exceptions, there is no general contractor. The architect prepares plans and specifications and in addition assumes the role of the general contractor; this role is secondary. Accordingly, there are practically no projects for which the price is guaranteed at the start, and a project may take twice as long as it should. The architect receives a percentage fee, based on total cost.

In the United States general standardization within the industry permits manufacturers to make their products in accepted sizes. In Germany there is almost a complete lack of standardization in major components such as windows, doors, and kitchen units. No one knows ahead of time what sizes will be specified. This lack not only increases costs but delays delivery of materials.

Finally, it is felt that this picture would be changed to some degree if business conditions in the industry should become really competitive. Presently there is more work than there are contractors to handle it, which leads to an indifference on the part of builders toward final costs.

Some farsighted builders, seeing the handwriting on the wall, are directing their thinking toward ways and means to reduce costs. Federal Government agencies responsible for dealing with the insufficiency of suitable housing and the inflationary situation in the building industry are keenly interested in ways and means of reducing costs and saving labor.

It is quite evident that this effort by the Government and the movement underway among some builders offer a fertile ground for introduction at this time of cost and lavor saving components developed in the highly competitive building industry in the United States.

Now is the time, therefore, for U.S. manufacturers of building materials and supplies to take a look at the German market. A year or two from now may be too late.

the author

Mission Director Borst, Assistant to the Director of the Commerce Department's Trade Missions Division (BIC), has had extensive U.S. Government experience overseas as well as in the United States. He speaks French, German, Dutch.

Light U.S. prefabs can replace cumbersome German models; should stress special features

Germans overcoming prejudice against wooden construction; building codes vary greatly between individual cities

By GEORGE E. PRICE

President, National Homes Corp.
Lafayette, Indiana

There is tremendous interest in prefabricated housing as a possible solution to increasing housing production and reducing housing costs in Germany.

GEORGE E. PRICE

With demand far in excess of new housing production, along with a sizeable shortage of labor, Germans interested in the construction industry hope to produce housing faster, with less labor and at lower cost.

However, in Germany "prefabricated housing" is really a term for any method of construction different from conventional methods, which produces exactly the same housing with the same materials always used, but with less labor, faster and at less cost.

Due to the shortage of land zoned for residential use, along with the tremendous volume of housing required, about 70% of the dwellings being constructed in the larger cities are concrete or block apartment buildings at least 4 stories high. The time required to build these apartment buildings, and complete them ready for occupancy, has been between 12 and 24 months.

The main approach to prefabrication has been to use factory-built, reinforced concrete walls, floors, and ceiling components. These components are built in room-size widths with insulation in the panels, and windows and doors, wiring and heating pipes already installed.

Their size and thickness (approximately 10 inches) make them very heavy, and 5 to 6 trailer loads are required to deliver the average number of components required for one apartment. This limits the distance manufacturers can deliver their components to within 25 to 30 miles from the factory.

The quality of the factory-produced components is much better than conventional apartment construction, and this method reduces construction time to 4½ to 5 months. However, German general contractors feel that the total direct cost of the concrete prefabricated apartment buildings are not competitive with the direct cost of the apartment buildings constructed in the conventional manner.

In Berlin, in one instance, prefabricated concrete components for apartment buildings were being imported from Denmark by railway, and the city of Berlin was subsidizing the apartments by the cost of the transportation which amounted to $1,000 per dwelling unit.

A large percentage of the apartments being built in Germany are for low-cost

Mission to Germany

A U.S. Building Supplies and Equipment Mission to Germany visited 7 cities and 17 plants February 29-March 27.

A total of 81 German firms expressed definite interest in the 136 Business Proposals carried by the Mission from U.S. firms. These referrals resulted in some 280 contacts between U.S. and German companies.

Specific business opportunities were developed, as follows: For export, 125; import, 13; licensing, 31; joint venture, 2; and services, 3. Some of these leads are reported in the World Trade and Investment Opportunities sections of this issue of *International Commerce*; others appeared in the April 13 issue.

Arthur J. Reichenbach, Acting Chief of the Trade Disputes Section, Bureau of International Commerce, served as Trade Development Officer for the Mission.

rentals and are government subsidized or stimulated by tax relief to non-profit ownership companies.

On the rise

Prefabricated wood houses account for an increasing number of the single family residences, which constitute 30% of the new housing being built in the larger cities.

Lumber is scarce in Germany, and most of the lumber used in home construction has to be imported. The German public also seems to feel that houses built of wood are not as sturdy, strong and durable as the concrete variety, and that wooden houses are a fire hazard.

Up to recently, this caused a prejudice against wood houses, regardless of cost. However, there is a change taking place.

A number of the medium to more expensive houses being built in cities and in outlying areas are using wood in their construction. Many wood home manufacturers, mostly small scale operations, have been started throughout Germany in the last few years. Wood prefabricated homes have also been imported from France, Sweden, Denmark, Finland and Holland.

New factories to produce aluminum and steel prefabricated single family homes have recently been introduced.

The concrete prefabricated home manufacturers are also beginning to produce concrete single family homes. However, their total weight for a home of 1,000 square feet is between 80 and 100 tons, which will strictly limit their area of distribution.

The Studiengemeinschaft fuer Fertigbau, an association of approximately 100 wooden home manufacturers in Germany reports that 7,000 prefabricated wooden homes were manufactured and built in Germany during 1963, and predicts that between 10,000 and 11,000 prefabricated wooden homes will be manufactured and built in 1964.

No prefab tailoff

Despite an anticipated leveling off of housing construction within the next 2 or 3 years, future housing construction will feature an ever-increasing trend toward prefabricated units. The share of prefabricated units in the total number of dwelling units completed increased from 2.2% in 1962 to 4.2% in 1963.

The Federal Housing Ministry fully backs efforts by the construction industry to increase production through prefabrication methods, and the Minister for Housing estimates an annual rate of prefabricated housing construction of 100,000 by 1965, as illustrated by the accompanying chart.

One of the biggest differences between the operations of home manufacturers in Germany and the U.S. is that the German manufacturer sells directly to the ultimate home owner, and handles all the field construction of every home that he manufactures.

To build a home by the conventional method in Germany, an architect draws the plans, and handles the subcontracting of all the direct phases of construction required to build the home. The home builder, as we know him in the U.S., does not exist in Germany.

Housing costs high

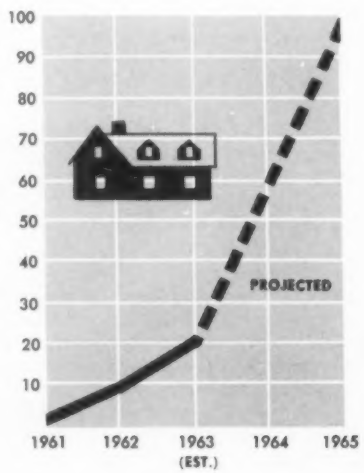
Housing costs are high in Germany compared to the U.S. With the demand for housing in Germany larger than the supply, there has been no incentive to research and develop new materials and methods to provide better living in new housing at lower costs. In contrast, U.S. home builders are constantly striving to offer more attractive housing in order to compete for a larger share of the consumer dollar.

As the German standard of living continues to increase, the upgrading of housing—a trend to more single family homes in outlying areas will take place.

As this takes place, wooden prefabricated homes should account for a larger percentage of new home construction. High income families may buy wood homes because they feel they get better living accommodations for their money—and the attraction of better living at lower cost will outweigh traditional prejudices. Actually this has already started to some degree, but it will increase more rapidly in the future.

Prefab construction spurts in Germany

(in thousands of dwelling units)



Will resemble U.S.

As this transition in housing develops further, and the residential construction industry in Germany catches up with the huge demand, the entire industry will find itself in the situation which exists in the U.S. today: searching for new and better materials and methods to provide better living for less costs and capture a larger share of the German people's income.

There is a good opportunity in Germany for U.S. home manufacturers with all of their technical and merchandising know-how. However, it is long range, and will continue to increase in volume over the years ahead, as some of the German wooden home manufacturers have already begun to experience.

Problems

There are many different building codes in Germany, which vary greatly among the different cities, and there are many housing requirements and desires of the German people which differ from the home buying public in the U.S.

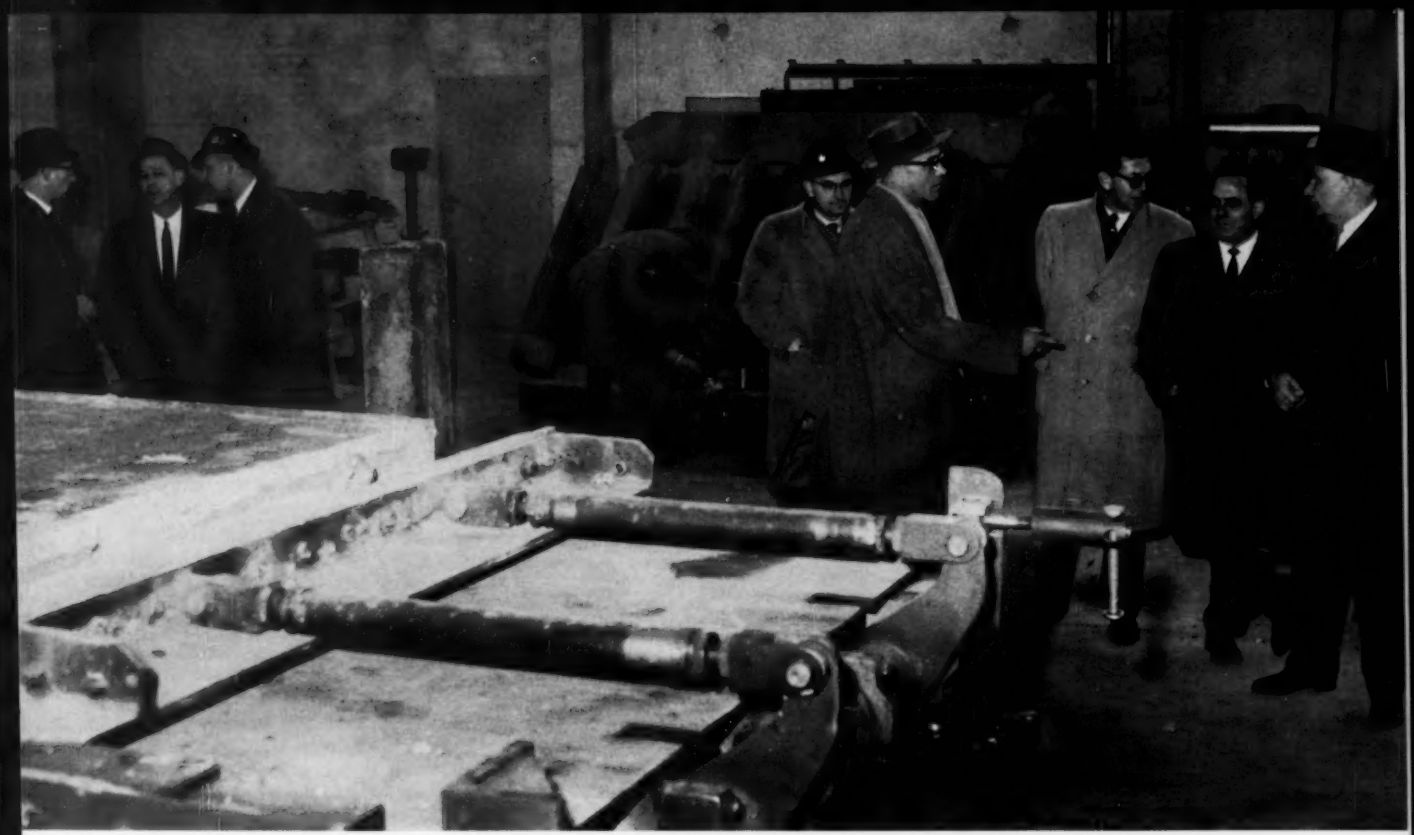
U.S. firms should survey the market in Germany itself to determine these different requirements. They should obtain the services of German architectural firms to draw up housing plans, worked from the manufacturers' present plans, and using the metric system.

At the same time the German architect should alter the plans to meet the German codes in the cities where the U.S. firm chooses to start distribution. For instance, ceiling heights in the U.S. are usually 8 feet, while the minimum we found in Germany was approximately 8 feet and 6 inches. The Mission also found gypsum wallboard on the interiors of wood frame houses, applied over one inch wooden sheathing. This was a code requirement in some areas, and in other cases was used to overcome any objection to the sturdiness of wooden houses.

The codes require heavy roof framing, because the common practice is to use clay or concrete tile for the roofs. This requirement was the same where asphalt roofing was used, because of the possibility that the home owner may install a tile roof later. Roof trusses are not commonly used in Germany.

The most common materials used on the exteriors of wood houses were cement, asbestos, shingles and plaster.

Transportation of wooden prefabricated homes in Germany is expensive and the rate is the same by railway as by truck. The legal truck size is smaller than in the U.S. Consideration will have to be



PREFABRICATED CEMENT HOUSING: Mission members visit Bayerische Fertigbau plant at Garching near Munich. Reinforced concrete walls are widely used.

given to truck sizes in designing the sizes of house components to be shipped.

Although it is necessary to obtain a German architect to alter designs and plans to make them acceptable in Germany, U.S. manufacturers should include in their house plans all of the feature items that give their homes sales appeal in the U.S. Include all materials used in the U.S. which make the homes more competitive in Germany.

For instance, there is little or no standardization of window sizes in Germany as we know it in the U.S. Architects specify the window sizes, and all windows are custom manufactured. As a result windows are expensive. The U.S. manufacturer should use his standard window sizes to maintain the competitive advantage.

The same is true regarding truss roof, plywood, fiberboard sheathing, gypsum wallboard, prefinished aluminum wherever used on exteriors, asphalt roofing, cabinets, medicine cabinets, closets and closet doors, prefinished ready hung exterior and interior doors, prefabricated plumbing, prefabricated chimneys and every cost saving item that the U.S. manufacturer has in his present production.

Many German people interested in procuring prefabricated homes from the U.S. prefer medium to larger houses of contemporary architectural design, and strong consideration should be given to this by any U.S. firm entering the German housing market.

A Hamburg wooden home manufacturer who has made several trips to the U.S. and studied U.S. plans, materials and merchandising, has done a very good job of producing a line of homes which he called "Amerikanische Komfort-Bungalows." He used such typical U.S. features as asphalt roofing, aluminum horizontal sliding windows, gypsum interiors, closets, medicine cabinets, central heating, and cement asbestos sidings with exterior appearance of U.S. housing.

His merchandising consisted of 3 furnished model homes: a 2-bedroom, 1-bath home with attached garage with a living area of approximately 900 sq. ft.; a 3-bedroom, 1½ bath home with attached garage with living area of approximately 1,050 sq. ft.; and a 4-bedroom, 2-bath home with attached garage with a living area of approximately 1,200 sq. ft. The prices of these 3 homes, without land, ranged from $16,250 to $25,000, which was the lowest-priced single family home in the area. In 1963 this manufacturer sold 300 of these homes.

Thus wooden homes of U.S. manufacture will be competitive and will sell in the German housing market.

The installation of utilities—plumbing, heating, and electrical—is very slow and expensive. Any U.S. home manufacturer would have a big advantage with a mechanical core—a unit prefabrication including the floor and walls containing the bathrooms, heating room and kitchen cabinet installation with all plumbing, heating and electrical equipment completely installed so the cubicle could be set on the foundation ready to connect.

One concrete home manufacturer of single family homes operating in Berlin and Frankfurt was purchasing such a unit from Sweden with concrete floors and walls and having it delivered to Germany. The unit contains 1½ baths.

the author

Mr. Price, with his brother, James R. Price, in 1940 developed the assembly-line techniques of modern industry to home building. They formed National Homes Corporation which in its first year produced 162 homes and on Sept. 24, 1963, its 250,000th. Mr. Price is a past President of the Home Manufacturers Association.

The unit is being delivered to Berlin and Frankfurt for $3,000, which includes duty of $450 and freight of $250. A washing machine and drying room could be included for $750.

Mortgage money is available for private financing of home purchasing in Germany. It is possible to secure financ- of value.

Organizing for the market

The opportunity for U.S. home manufacturers in Germany will have to be considered as a long range program in order to be successful and profitable.

Once houses are adapted to meet German requirements, it would be very worthwhile for a U.S. manufacturer to secure a German firm as a partner in the distribution of homes. The partner should have a good business reputation and be strong financially.

Many German firms showed strong interest in this type of arrangement, and are anxious to make connections with reputable U.S. firms which have "know-how" and experience in producing and merchandising prefabricated homes.

U.S. techniques should be instituted in the merchandising of homes in Germany. The "home builder," who does not exist in Germany today, should be developed to perform the same functions he performs in the U.S. The profit opportunity for the newly-developed home-builder in Germany would increase the market potential immeasurably and assure the U.S. firm of expanding with the German housing market.

The U.S. firm should locate an experienced sales representative to manage its German operation and establish and develop this new merchandising concept for the German housing market.

An educational program should be instituted to acquaint lending institutions, Government building officials and Federal Housing authorities with this totally new concept of housing; to show them the quality of construction, with all its benefits and advantages; and the line of homes offered with all their attractive features; and acquaint them with the totally new merchandising concept.

The first housing components could be exported from the U.S. to prove the potential, with the ultimate goal being the establishment of several manufacturing plants throughout Germany, to cut down on transportation costs. U.S. materials that are more competitive than those in Germany should also be exported.

The opportunity is here—problems yes, but not insurmountable; after all, problems are the price of progress, and the ultimate results should be very fruitful.

German residential construction offers many sales chances to U.S.

Housing shortage expected to last at least another 2 to 3 years; traditional tastes hinder introduction of new and untried goods

By HERMAN SARKOWSKY
President, United Homes Corp.
Federal Way, Wash.

The residential construction industry of the Federal Republic of Germany appears to offer a good potential market for U.S. building products.

HERMAN SARKOWSKY

The industry, which accounts for almost $6 billion of business annually, has had remarkable growth since 1948, but is still not producing the necessary volume to properly house all German families. Government sources indicate that it will be 2 or 3 years before adequate housing has been provided for those now in need of shelter.

Single family residences, although now constituting only 30% of the total market, promise much growth in years to come, and should prove a fertile area for many U.S. products.

BDSA booklet

An analysis by the U.S. Embassy in Bonn, of the German construction industry in 1963 and the outlook for the future is available on loan to U.S. firms from BDSA's Trade Opportunities Staff.

The main body of this report sets forth a brief analysis of the construction industry. There are 2 appendices, the first of which deals with the legal basis of land utilization and zoning in the Federal Republic. Appendix 2 briefly sketches the problem of building codes.

Address requests to the Trade Opportunities Staff, Business and Defense Services Administration, U.S. Department of Commerce, Washington, D.C., 20230, or telephone WO 7-4674.

Before any U.S. businessman attempts to penetrate the German market with his building products and equipment he should study a number of features of the German residential construction industry.

The average German considers any house or apartment he purchases as the one and only dwelling he will acquire during his entire lifetime.

This manifests itself in massive, costly building products and expensive methods of construction. The Germans appear reluctant to accept less costly products, if they do not visually give the impression of long life. The thickness of walls, both wood and masonry, are excessive for their designed use.

The obvious result of such a tradition has been high housing costs, which eliminate many middle income families from the housing market. There appears to be some weakening, however, in this traditional outlook and many German construction executives are ready to innovate.

The shortage of both skilled and unskilled labor in Germany must be recognized and evaluated. There are 1 million foreign workers, mostly unskilled, employed in Germany. Many of them are being utilized in the construction industry. According to Government sources there is no relief in sight, and almost all German industries are still actively recruiting foreign labor.

Therefore, a need exists for all types of labor saving devices. Products which can be assembled, installed or applied with unskilled or semi-skilled labor are of great importance since in the conventionally-built structure 38% of the total cost is for labor. Although total construction costs have risen 83% since 1950, labor costs have increased by 173% during the same period.

The construction industry in the Federal Republic is extremely well organized. There are 21 principal trade associations each having numerous regional chapters. There are 5 important major associations for architects and engineers.

Producers, wholesalers and retailers of construction supplies and associations appear to exert tremendous influence, not

only upon their own members, but also on all forces directly or indirectly connected with the industry. The acceptance of any new product, and its ultimate successful distribution could depend in part on the evaluations of these trade associations.

The role of the architect in the German construction industry is somewhat different than his counterparts in the U.S. Not only does he have primary responsibility for the design of the structure, but he handles the selection of all materials and products, selects the contractor, all sub-contractors, and finally assumes the task of organizing and expediting the physical construction.

This system does not lend itself to cost savings or the economies of standardization.

Quite the reverse is true, since the architect does not appear to encourage the use of standard components or cost saving systems.

There are, of course, exceptions. However, it must be noted that the architect's role in the selection of products is of primary importance, and the acceptance of new materials and products depend somewhat on how well he is sold.

Finally, the role of Federal, State (Laender) or local government must be considered. Of the three, the regulatory functions of the State and local authorities are most important to the U.S. businessmen. These can be compared to "Local Building Codes" in the U.S. and set specifications, standards and other regulatory requirements for residential construction.

The Mission was given many examples of code requirements. Work to bring them up to date could be completed before the end of 1964.

The important thing for U.S. businessmen to recognize is the absolute need to obtain approval from these governmental agencies prior to making any large scale commitments. It is in this capacity that a well respected and competent German Trade Association could be of great value to an U.S. manufacturer.

Many of the larger firms in the wholesaling and distribution field have highly competent technical staffs and could assist in obtaining government approvals.

Mission members feel that the exceptional adherence to tradition constitutes the major problem for new and untried products in the German housing market. However, the 135 interviews conducted by the Mission resulted in many requests for distribution of U.S. goods. Products which appear to have good market possibilities are:

★ **Sliding aluminum windows.** Almost all windows used in residential construction are made of wood. The wood is generally imported either from Africa or one of the Scandinavian countries. Builders claim that these units are up to 50% cheaper than any aluminum units they could purchase. The aluminum units being sold on the German market have extremely heavy extrusions and seem better suited for office buildings than homes. Aluminum windows suitable for use in

the author

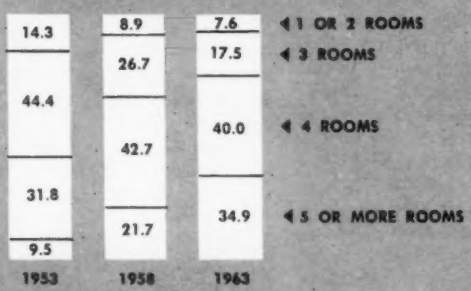
Mr. Sarkowsky's company, which he organized in 1951, constructs more than 500 dwellings annually.

Mr. Sarkowsky holds a B.A. degree in Business Administration from the University of Washington and completed graduate work at the University of Illinois in building research. His business experiences have been in construction, first as a day laborer, progressing to a management position, and finally to the presidency of his own company.

Bigger, better houses in Germany*

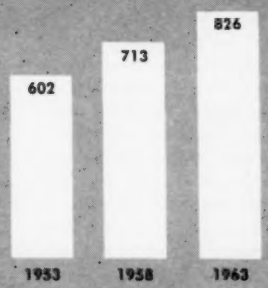
MORE ROOMS

(IN % OF UNITS COMPLETED)



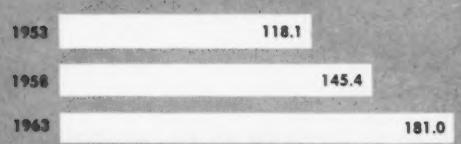
MORE FLOOR SPACE

(IN SQ. FT. PER DWELLING)



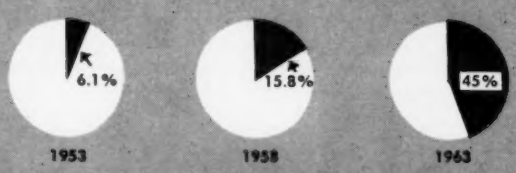
MORE ONE-FAMILY HOMES

(IN THOUSANDS OF COMPLETIONS)



CENTRAL HEATING

(IN % OF UNITS COMPLETED)



*Federal Republic excluding Berlin; 1963 figures include Saarland.

FINAL CONFERENCE: After plant visits and interviews in 7 cities, Mission interviewed by press in Bonn.

cold, damp climates should find a good market.

★ **Sliding aluminum patio doors.** These doors do not only have an application in single family homes, but could find a large market in the apartment field. Almost all new apartment units being constructed in Germany feature individual balconies for each unit. The patio door is generally recognized as the most economical method of providing both egress and light. These doors should be suitable for the installation of an insulating type glass, and have heavier than average locking devices.

★ **Small portable power tools.** Such items as pneumatic nailers, electric powered saws, drills, routers and planers are beginning to be used in quantity.

★ **Insulation.** Certain types of roof insulation seem much in demand, both the type which can be blown into attic areas, and the sheet type suitable for flat or low pitched roofs.

★ **Under-counter dishwashers.** Even in single family dwellings costing more than $50,000, only portable dishwashers are being utilized. Builders generally agree that they would prefer the under-counter type but seem unable to buy them at what they considered a reasonable price. There were a number of inquiries about such a product.

★ **Asphalt roofing shingles.** Much of this type of roofing now being used in the Federal Republic is imported from England. The price paid for such material appears quite high. A great many builders commented on this and representatives of distribution outlets requested the names of U.S. manufacturers.

★ **Maintenance items.** There appears to be a need for additional rust preventives, and other such items suitable for the maintenance of metals and machinery. In addition, cleaning compounds suitable for concrete and masonry received much attention.

★ **Aluminum tub and shower enclosures.** There should be a good market for this type of item. The typical German home and apartment features a hand shower attached to the tub by a flexible metal hose. This type of installation should require the use of a tub enclosure.

★ **Portable heating equipment.** Winter building in Germany is a tremendous problem, and most contractors will not ordinarily attempt it even though the German Federal Government pays a premium for winter building. This type of heating equipment with the proper blowers should find a good market.

★ **Mechanical dry wall tools.** The use of dry wall plasterboard is becoming more prevalent, creating need for better tools. There were many inquiries for mechanical tapers, sanders, and similar equipment.

★ **Lightweight paint sprays.** These received considerable attention as the interviews progressed. Equipment is needed which can be used profitably in small, individual structures.

★ **Hot water heaters.** The individual new German house still features small hot water tanks located above the kitchen sink, or the bathtub. Some progress could be made in selling centrally installed and operating hot water tanks.

★ **Plumbing fixtures.** It is estimated that of the 17.1 million housing units in Germany today 3.5 million need some sanitary facilities. Even the equipment being installed in newly constructed living units in many instances do not compare with U.S. standards.

★ Swimming pools. Surprisingly enough there is a strong demand for small swimming pools which utilize plastic liners.

There are of course many other marketing opportunities in Germany for U.S. building products. The pattern of German life is changing rapidly, and in many ways is akin to our own. Differences, however, do exist and will continue to exist. These differences must be recognized, appreciated and then reconciled into the marketing approach. To do a really top selling job the following ideas might help:

► Send a company representative to the Federal Republic to gather first hand information from responsible authorities.

► Utilize traditional methods of distribution now available in Germany. Many of the larger firms have excellent staffs, know the import-export markets, and can be of immeasurable assistance in obtaining code clearances.

► There is a high regard for U.S. products, however, the product must be of sturdy construction and top workmanship.

► It is important to participate in the annual building trade shows. The show that the Mission attended in Munich was extremely well attended, and was a wonderful showcase for the entire building material and product industry.

► Match the credit terms now available to German distributors from other sources.

► It is extremely beneficial to have a person in top management who can speak German.

Opportunities do exist, they need only to be sought, thoughtfully cultivated, and carefully harvested.

Tariff information on individual items may be obtained from the European Division of the Office of International Regional Economics (OIRE), Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230.

Trade statistics for specific commodities are available in OIRE's International Trade Analysis Division.

Wood use in German building on increase; incentives are lower costs and less time

Half of prefabricated units are of wood; if this ratio holds, consumption may increase 5-fold in 2 years

By DANIEL H. BROWN, JR.
Douglas Fir Plywood Association
Tacoma, Wash.

In Germany, wood is not generally considered a structural material from which to build a permanent building. The bulk of construction—residential, commercial, and industrial—is with concrete block, reinforced concrete, and clay bricks.

DANIEL H. BROWN, JR.

Even though the quantities of wood and wood-base materials in building is rather small today by U.S. standards, the amounts are increasing. A number of German and foreign manufacturers and builders are actively promoting wood housing. The prime incentives to buy an all-wood house are lower cost and shorter construction time, advantages that are hard to ignore in an economy where housing is in such short supply and is so expensive.

At present, prefabricated housing represents only about 4% of the housing units being built annually. Half of these units are of wood and the other half are of reinforced concrete and other materials. Government officials expect that in 2 years 20% of the housing units will be prefabricated. If half of those are of wood, consumption of wood in housing will undergo a 5-fold increase.

If this increase is actually going to take place, some strong prejudices against wood construction will need to be overcome. The lower cost of wood construction is a strong incentive for discarding these prejudices.

Roofs framed with wood

Use of wood in building construction in Europe dates back several hundred years. Houses and churches, properly designed so that conditions conducive to deterioration could not develop, have been in existence for 200, 300, 400 years and more. The wood parts of these structures were generally quite massive. In more modern times the pitched roofs of residential buildings—single and multifamily—have been and are being framed with wood.

Typically, the pitched roofs are framed with 3- or 4-inch nominal width rafters at spacings of 2 to 3 feet, across which are placed 2x3-inch nominal or smaller battens at 12 to 16 inches on center. Clay or concrete tile are laid on the battens in an interlocking fashion with no fastening to the battens or rafters. Top floor ceilings are of wood or concrete construction.

Industrial buildings are generally of reinforced concrete, though there are exceptions even here. At one factory for producing precast concrete wall, floor, and roof slabs up to 10x20 for residential buildings, a high roof had been built over the material storage area. Steel columns, a steel girder, prestressed concrete beams and wood roof purlins topped with a wood roof deck made up this structure.

Popular beliefs

We were told that the wood roof deck was the cheapest system. Inside the factory all roof construction was concrete. Wood was not used there, we were told, because of the fear that because of temperature differences between inside and outside, deterioration would result. This latter belief is not borne out by the successful use of hundreds of millions of square feet of wood roof deck in the United States.

Another popular belief is that a wood house is not capable of functioning satisfactorily in a cold climate. The feeling seems to be that a masonry wall is superior to an insulated wood frame wall in terms of insulation value. The climate in most of Germany is not as severe as that in the upper Midwest and northern New England.

Wood is frequently used as decorative wall paneling in the higher cost apartment and single-family construction. Occasionally the ceiling of a dining area will be vaulted and paneled with patterned lumber. Wood floors in parquet, herringbone, and other patterns, of both hardwood and softwoods, are widely used throughout the living and sleeping areas.

Prefinished flooring

With few exceptions, the wood for these interior applications is not prefinished as it is in many instances in the United States. In spite of the presence of a score of domestic manufacturers of hardwood flooring at the Building Materials Fair in Munich, one wholesaler was very much interested in importing prefinished hardwood flooring from the United States.

Because the traditional housing is of masonry, some of the wood houses are massive by U.S. standards. In the United States a typical exterior wall, consisting of 2x4 studs spaced 16″ on center (o.c.), siding and sheathing, or combination siding and sheathing, insulation, and gypsum wall board has a weight of 6 to 7 pounds per square foot of surface.

The walls of two full-size prefabricated wood houses on display at the Munich fair had weights (without siding) in excess of 10 pounds per square foot. Siding in one case was cement-asbestos shingles and in the other, stucco. Vertical framing consisted of 4x4's spaced about 16″ o.c., sheathed inside with ⅞″ tongue and groove boards applied diagonally and faced with gypsum wall board and on the outside with spaced boards to which the siding was attached. Rock wool insulation was used in the wall cavity.

Quality fairly high

Wood for such structural applications seems to be of fairly high quality. It was the feeling of one timber research director with whom we conversed that wood for structural purposes could properly have tight, sound knots, but that knotholes should not be permitted. Trading rules for structural lumber in the United States are based in part on admission of knotholes, knots, and other growth characteristics not exceeding specified sizes and within certain areas of the lumber piece.

In wood buildings and even in precast concrete apartments wood windows and doors seem to be preferred, although aluminum, steel, and concrete framed windows are being promoted. In one apartment development being built with reinforced concrete units prefabricated in Denmark, all components were of concrete except one wall in each living room. The wall facing the balcony was completely of wood construction. Vertical wood elements were spaced about 16″ o.c. and faced on the inside with particle board and on the outside with a patterned horizontal wood siding, screwed in place, and with a natural finish. The wall was insulated.

One German importer of American softwood lumber complained that the quality of lumber tended to vary excessively from one shipment to the next, causing him considerable difficulty in disposition. This was true in spite of the fact

CENTER OF COLOGNE: Modern construction circles well-planned traffic interchange. (German Info. Ctr.)

that the lumber was all to be remanufactured into window frames, furniture parts, and other items. One possible cause of the difficulty was a misunderstanding of the definition of the grade.

Panel products utilizing wood fibers, flakes, and chips are popular in Germany and are widely used with wood veneer or plastic overlays in furniture, cabinets, and paneling.

Wood is widely used as a construction material for items which do become a part of the completed structure. Wood scaffolding of split poles, paired together with round dowels, is common throughout Germany, though it apparently is being replaced by tubular steel systems.

Wood forms are used for practically all concrete which is cast in place. Architects in some instances specify that rough boards be used to obtain a rough texture on large surface areas. In a manufacturing plant set up to produce precast concrete building elements for several hundred units in an apartment complex, plastic overlaid plywood forms were in use. This operation was designed so that it could be dismantled and moved to the next development.

the author

Mr. Brown directs research on new applications of plywood in light frame and related structural systems and also in industrial uses. Previously he was employed by the U.S. Bureau of Public Roads as a highway engineer.

German building centers display latest products

Germany's building exhibition centers offer U.S. firms year-around possibilities for bringing their products to the attention of interested Germans. Located in many of the leading cities, these centers are showcases for the latest developments in construction materials and methods.

Some of the facilities, such as those in Munich, include both indoor and outdoor exhibit space. Others, like those in Hamburg, are housed in modern buildings in the hearts of important business districts. All of the centers are visited frequently by builders and contractors, architects, craftsmen, engineers, dealers.

Equipment featured

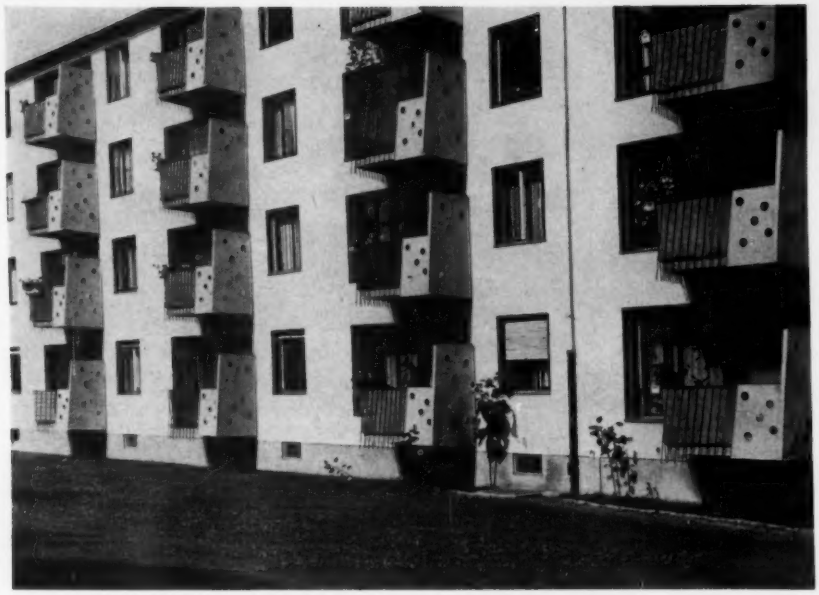
Displays feature equipment such as air-conditioning, ventilating, and heating units; textiles and floor coverings used in interior decorating; bathroom and kitchen fixtures and appliances; and construction materials for acoustics, insulation, and other purposes.

Special exhibits are devoted to construction methods and prefabricated parts, including houses and components. Materials and equipment for terraces, swimming pools, and vacation houses also are featured. Facilities of most centers also include an auditorium where film showings and lectures may be held.

Monthly rental fees are generally low and in some cities there is no time limit on maintenance of a stand. In Munich, for example, over one-third of the exhibitors have maintained their stands for a full decade. A fee may or may not be charged, depending on the city, for the distribution and explanation of printed material on behalf of individual firms.

The most recently established of the exhibits was the Bauzentrum Berlin (Building Center Berlin), which opened its doors late in 1963. A decade earlier, the first Bauzentrum was established in Hamburg. Since then similar centers have appeared in Munich (1954), Darmstadt (1955), Bremen (1958), Essen (1961), Hannover (1962) and Bonn (1963).

Additional information and addresses may be obtained from the Arbeitsgemeinschaft Deutscher Bauzentren (Working Association of German Building Centers), Darmstadt, Germany. The association publishes a bimonthly magazine, *Das Bauzentrum*.



TYPICAL HOUSING: Apartment buildings account for a large percentage of dwelling construction in Germany; four-story structures, with porches, are seen frequently. (German Information Center photo)

Labor-saving machinery, new materials for apartment construction should sell

Multifamily dwellings comprise 90% of units built annually in Germany; need for faster production, lower costs seen

By JULIAN KHEEL

President, Royal Meadow Homes
Rochester, N.Y.

About 570,000 dwelling units are built per year in Germany. Of these units, approximately 70% constitute apartment houses and the remaining 30% single- or two-family dwellings. This preponderance of multifamily units has its basis in the acute shortage of land in and around the large populated areas; in the high concentration of people in a small area; and in the strong conviction among all Germans that the present green town areas should not be infringed upon.

JULIAN KHEEL

Despite the desire of many to own their own homes it is safer to assume that apartment house construction will continue to account for a large percentage of all future dwellings built in Germany.

Generally, new apartment houses in Germany are four stories high or eight stories and higher. Elevators are required by building regulations in structures of more than 4 stories. Therefore where elevators must be used, economy usually points to a building much higher than 4 stories.

Use reinforced concrete

Another regulation restricts the use of wood for structural purposes in buildings over two stories. Therefore, practically all apartment construction is reinforced concrete with masonry walls. We have observed that there is little use of structural steel in this type of construction.

The on-site construction of these apartment houses is similar to the form and pour type of construction used in the United States. There are, however, two principal differences: Little plywood is used in the form work—forms often are built in tongue-and-groove wood sheathing boards; and almost all the concrete is mixed on the site.

A familiar sight on all construction jobs is a small tower crane surrounded by a pile of sand and a pile of gravel, a large metal cylindrical container for storing cement, and a mixing machine. A concrete transit mix truck is a rare item in Germany.

Need labor-saving machinery

It is my opinion that due to the constantly increasing labor cost, it is possible to sell construction machinery, equipment, and materials for this market, providing they have as a principal function—labor saving.

Possible products are plywood or lightweight steel forms for concrete work, machinery to construct centrally located concrete plants, and transit-mix concrete trucks needed to transport concrete.

Business contacts

U.S. businessmen seeking trade or business contacts in the Federal Republic of Germany or West Berlin may consult with the German Embassy, Office of Commercial Counselor, 4645 Reservoir Rd., NW., Washington, D.C., 20007.

The German Government maintains Consulates General at the following addresses: 460 Park Ave., New York, N.Y., 10022; 104 S. Michigan Ave., Chicago, Ill., 60603; 601 California St., San Francisco, Calif., 94108; 3450 Wilshire Blvd., Los Angeles, Calif., 90005; and 1055 St. Charles Ave., New Orleans, La., 70130.

The German Government is also represented by Consulates at 55 Marietta St., Atlanta, Ga., 30303; 462 Boylston St., Boston, Mass., 02116; 2711 Book Bldg., Washington Blvd., Detroit, Mich., 48226; 3600 Yoakum Blvd., Houston, Tex., 77006; 1102 Grant Ave., Kansas City, Kans., 66106; 55 Public Square, Cleveland, Ohio, 44113; 12 S. 12th St., Philadelphia, Pa., 19107; and 3d and Stewart Sts., Seattle, Wash., 98101.

The United States maintains an Embassy in Bonn, a Mission in West Berlin; Consulates General in Bremen, Duesseldorf, Frankfurt/Main, Hamburg, Munich, and Stuttgart; and a Trade Center at Frankfurt/Main.

CONCRETE PANELS: For floors, walls, and ceilings, sections have wiring, windows, and doors installed; some have plumbing and heating lines as well. Equipment, machinery should sell in this market.

A U.S. firm wishing to do business with the German construction industry must recognize that usually construction supplies and equipment are large and bulky. Therefore transportation costs to Germany from the United States present a problem. Licensing and joint venture arrangements appear to offer solutions.

Concrete prefabrication

Since 1961 a new system has been introduced into the multifamily building industry in Germany. Using the Coignet technique developed by the French, a concrete prefabricated housing industry is developing rapidly. In a central plant under factory conditions large reinforced concrete panels for walls, floors, and ceilings are manufactured for assembling in the field. These sections have wiring, windows, and doors already installed. In some, plumbing and heating lines have been installed as well.

The interior face of the walls and ceilings are troweled to a smooth finish so that all that is needed is paint or wall paper. The exterior face of the walls has a decorative finish, such as ceramic tile preinstalled in the factory. These buildings have been built as high as 17 stories.

The prefabricated industry is developing to speed completion times and reduce costs. Presently it takes about twice as long to complete a construction project in Germany as it would in the United States. A reduction in completion time to that prevalent in the United States has been achieved by prefabrication of these buildings.

Cost reductions, however, have not yet been achieved. A prefabricated apartment house and a conventionally built apartment house are about equal in cost. The concrete panels are bulky and a limited number can be trucked to the job site at one time.

Automation needed

Although the industry has made great and ingenious strides in setting up plants and equipment to manufacture these buildings it is still felt that more automation is needed for cost reductions. Finally, the capital cost of these plants is excessive for the number of units that can be produced per year. In a short time, however, this new industry has been able to obtain —with some Government subsidy—a good foothold in the apartment building market. I believe that the future for this industry is bright. It is also my opinion that U.S. firms can find a market for their products in the following fields:

► Machinery for improving automation in production of reinforced concrete panels;

► More ingenious hauling equipment for these panels—it is desirable to haul more panels per truck at a faster rate over a longer distance;

► Concrete that is lighter in weight but as strong or stronger structurally than the concrete now in use in the Federal Republic.

Panels are hauled by various means. One firm ships its panels in a gondola

GERMANY BUSTLES AHEAD

Courtesy of German American Chamber of Commerce, Inc.

railroad car. When it reaches its destination, the car is picked up in its entirety by a crane and placed on specially built rubber-tire supports. The railroad car with its load is trucked to the job site.

In my opinion the condition of the multifamily housing industry in Germany would benefit by radical changes. Costs are climbing too rapidly, production is too slow. There is a rising demand from all parties concerned, Government as well as business, for a solution to these problems. It may be a good time for U.S. firms to get in on the beginning of the changes and thus help create the new face that this industry needs.

the author

Mr. Kheel has designed, leased and constructed a number of commercial buildings and is Director of the Lafayette Morrison Housing Project in Bronx, N.Y. Since his graduation from Cornell University as a civil engineer, he has been involved in construction of large scale multi-family and single-family housing.

Mr. Kheel has been President of the Rochester Association of Home Builders and has served on the Rochester Institute of Technology Advisory Council.

Uruguay's trade deficit smaller in 1963; so was U.S. import share

Depressed economic conditions persist; inflationary trend strong; 2-stage development plan devised to guide national economic policy

Trade deficits in the third and fourth quarters caused the total Uruguayan trade balance for 1963 to register a slight minus, but it was only a fraction of that experienced in recent years. The U.S. share of total imports continued its downward trend.

As the year ended, a serious rate of unemployment pointed up the persistently depressed conditions of the domestic economy, and inflation continued to increase at a dramatic rate.

Total 1963 trade figures were: exports, $165.1 million; imports, $177 million. While final figures for December were not available, it appeared that the U.S. share, which was 19% in 1962 at $43.9 million, fell to about 15%, or $27 million, for 1963.

Some consumer goods industries experienced increased production after the May devaluation, as did the meat-packing industry. However, total productivity did not rise substantially. The vital construction industry continued to decline.

Talks began with Great Britain on the share of total U.K. meat imports that would be apportioned to Uruguay. Uruguay and other meat exporting countries met with the GATT Meat Group in Geneva, but results were inconclusive. An exploratory meeting sponsored by the Organization of American States was held to establish a Latin American Wool Bureau. At the recent LAFTA conference, Uruguay, Chile, Colombia, and Peru, obtained special status within LAFTA as a country of only medium development, but no immediate plans to take advantage of this special provision have been reported.

A new synthetic textile plant of Sinteticos Slowak was inaugurated to manufacture the products of the German firm Hoecht Farmacolor, Ltd. under license. Toyota Motor Company of Japan was considering the installation of a local assembly plant in Montevideo. Embotelladora Orange Crush began exporting its first shipments of orange crush concentrate to Canada.

It appears that a U.S. glass company's project to enter the LAFTA market in glass TV tube parts by building a factory in Uruguay failed to materialize. A growing interest was again experienced in both Argentina and Uruguay in the construction of the 1.44 million Kw. Salto Grande dam on the Uruguay River. Technical and financial aspects of the dam were investigated earlier by the French consulting firm SOFRELEC.

Proposals on financing the new budget included a 1% tax on gross receipts; a 1½% tax on bank loans; a similar tax of 3% on loans by most non-bank lenders; and an increase in tax on business income from 4% to 6%. A law was passed to promote exports of industrialized wool by reducing export taxes.

The Commission on Investments and Economic Development was granted permanent status and instructed to formulate a national plan for social and economic development shortly after the close of the quarter. The plan, which will be advisory only, is to be formulated in 2 phases. A 10-year plan for 1964-73 will establish development objectives, and a 3-year plan for 1964-66 will include reforms and economic policy measures.

Market profile—Germany

Population: Including West Berlin, 57.8 million—about three-quarters urban—in an area of 95,928 square miles. About 19 million households.

Currency: 4 German marks = $1. Germany is a member of the International Monetary Fund.

Gross national product: At market prices, $88.7 billion in 1962 and $94.2 billion in 1963.

Economy: Primarily industrial. About half of GNP is accounted for by mining, power, manufacturing, and construction; about one-fifth by trade, transport, and communications. Principal industries: Steel, machinery, automobiles, precision instruments.

Communications: 23,000 miles of railways; 88,700 miles of improved roads including 1,800 miles of superhighways; 2,700 miles of navigable waterways including 700 miles of canals; 9 commercial airports; 5 major seaports; 7.5 million passenger automobiles; 17.1 million radio sets; and 8.8 million television sets.

Foreign trade (in millions of dollars):

	1962	1963
Total imports	12,391	13,075
Total exports	13,273	14,575
Imports from U.S.	1,760	[1]1,975
Exports to U.S.	966	[1]1,050

[1] Preliminary data

Principal imports from U.S.: Machinery, chemical products, motor vehicles and aircraft, nonferrous metals, hard coal, grains, and edible fats and oils.

U.S. recruiting members for Trade Mission to Spain in fall

Will hold individual interviews with businessmen in 4 cities; new Four-Year Plan should provide good sales openings

The U.S. will open its fall drive to boost its Mediterranean area trade when a Department of Commerce Industrial Machinery and Equipment Trade Mission arrives in Spain October 24 for a 4-week stay.

U.S. trade missions are also scheduled to visit Greece and Yugoslavia during the fall. Earlier, U.S. firms will have exhibited at Bari's Levant International Trade Fair, scheduled for September 10-23.

Spain launched its new Economic and Social Development Plan January 1. This 4-year plan (1964-67) aims at the modernization and expansion of Spain's industrial plant facilities, and will require increased imports of machinery, tools, equipment and materials in the industrial, agricultural and construction fields.

The Mission will seek to identify specific immediate opportunities for U.S. exports and evaluate the prospects for U.S. sales over the next few years.

European competitors are making forceful efforts to capture the Spanish market and greater U.S. sales effort must be made. Preliminary figures show a 34% increase in Spain's imports for the first six months of 1963 over the first half of 1962 to a total of $953 million. Nearly two-thirds of all imports consist of machinery, electrical apparatus, precision instruments, minerals, metals, chemicals and transportation equipment.

Itinerary

The Mission will arrive in Madrid, October 24, and then proceed to Bilbao, Barcelona, and Valencia before returning to Madrid where it will complete its program November 21.

Business Information Centers will be established in each of the 4 cities for Mission members to meet with Spanish businessmen interested in the Business Proposals offered by U.S. firms (see accompanying article) or in presenting business offers of their own.

Meetings will also be programmed with Spanish trade organizations, Chambers of Commerce and Government officials to assess Spain's needs and evaluate the possibilities for U.S. suppliers.

Plant visits will also be arranged to discuss with company managements their plans for expansion, retooling or modernization.

The Mission will include 5 U.S. businessmen, led by an official of the U.S. Department of Commerce.

Businessmen interested in volunteering their services should review the Commerce Department's specifications and if qualified write to the Director, Trade Missions Division, Bureau of International Commerce, Department of Commerce, or to any of the Department's Field Offices.

The following fields of specialization are desired for the 5 businessmen members of the Mission. Within the overall competence of the Mission team, knowledge of joint venture procedures and licensing methods is desired. Ability to speak Spanish is of prime importance.

▲ **Machine tools.** Experience in the uses of a wide range of standard and specialized semi-automatic machine tools, such metal cutting machines as lathes, turning and boring mills, planers, broaches, grinders, drilling, and other special purpose machines; also metal forming machines such as hydraulic and mechanical presses, and bending and roll forming machines. Familiarity with U.S. sources of supply and competitive advantages of U.S. machine tools is also desired.

▲ **Metalworking equipment.** Experience in the widest possible range of manufacturing processes, particularly including industrial heating (metal melting, normalizing, and other heat treating), welding, foundry and miscellaneous tooling for other metalworking processes. Must be able to discuss modernization and retooling of industrial plants, and advantages of new equipment and machinery in reducing manpower costs and improved end product quality. Awareness of U.S. sources of supply and advantages of U.S. equipment is necessary.

▲ **Food processing, packaging and handling machinery.** Qualified to discuss latest techniques in food processing including canning, freezing and possibly dehydration. Acquainted with most recent developments in processing, packaging, labeling and handling machinery and equipment and U.S. sources of supply. Familiar with food marketing systems and sales techniques employed in the U.S.

▲ **Small scale industries.** Experienced in the establishment and operation of small industrial plants and machinery used for the production of various consumer goods and small industrial products and parts. Thoroughly acquainted with U.S. sources of such machinery and

Market Profile—Spain

Area: 196,607 square miles, including the Balearic and Canary Islands (¼ larger than California).
Population: 31 million.
Per Capita Income: $360 in 1962.
Minimum Wage: $1 a day for unskilled workers over 18 years of age.
Gross National Product: $12.9 billion, 1962 (preliminary data).
Growth Rate: 6.1 percent, 1962 (constant prices).
Currency: Peseta (60 pesetas = U.S.$1).
Convertible Currency Reserves: Above $1 billion equivalent.
Per Capita Consumption of Electricity: 706 kw. hours, 1962.
Number of Electrified Private Homes: 5,849,226 in 1961.
Private Automobiles: About 500,000.
TV Sets: Probably over 650,000 end of 1963.
Exports: $734.2 million, 1962. Principal exports to U.S.: olives and olive oil, wine, leather. Value of exports to U.S.: $90.4 million, 1962.
Imports: $1,569.1 million, 1962. Principal imports from U.S.: grains, vegetable oils, machinery. Value of imports from U.S.: $233.1 million, 1962.
U.S. Share of Spanish Market (Imports): About 17%, 1962.

equipment. Familiar with turnkey operations and packaged plants.

▲ **Construction Equipment and Materials.** Building contractor experienced in large scale residential and light commercial building, and with the use of labor and timesaving tools and procedures, including modular materials and methods. Acquainted with the widest range of building materials, particularly new labor-saving products and fabricated building components. Qualified to discuss methods of improving productivity of labor and reduction of construction cost through use of advanced construction methods, equipment, and building materials.

Mission to Spain accepting U.S. business proposals

Must be in by September 1; include descriptive material

U.S. firms interested in doing business in Spain are invited to submit their Business Proposals to the Director of the U.S. Industrial Machinery and Equipment Trade Mission.

U.S. firms with a product or service to sell, those which are seeking agency or distributor relationships, or firms interested in entering into other types of business arrangements are invited to participate in this program.

Only Business Proposals in the following product fields will be serviced by the Mission: machine tools; metalworking equipment; food processing, packaging, labeling and handling machinery; machinery for production of consumer goods, industrial products and parts; construction equipment and materials. Proposals should be submitted prior to September 1.

Summary form

The Business Proposals submitted will be printed in summary form, without identification or address, in a booklet which will be distributed throughout Spain prior to the Mission's arrival. Identification will be revealed only to appropriate foreign firms or individuals after consultation with a Mission member on a specific proposal. U.S. firms will be provided with the names of Spanish companies which express a definite interest in their proposals, in order that follow-up action can be taken.

To submit a Business Proposal, please answer the questions below and submit with 2 copies to the Director, U.S. Industrial Machinery and Equipment Trade Mission to Spain, Bureau of International Commerce, Washington, D.C. 20230.

- What product or service do you wish to sell or offer?
- Do you wish to appoint an agent or a distributor or sell directly to the end user? Describe the arrangement you desire and indicate whether you will grant exclusive representation in the country or region. Note: The Trade Mission will not seek a substitute for an established agent.
- Are you interested in a joint venture? If so, describe your proposition briefly giving details of products or services to be provided.
- Are you interested in licensing a qualified firm to manufacture your product abroad? Provide a description of the agreement you desire.
- Do you wish to import for your own account or act as a commission agent?
- What type of firm is best qualified to transact your business?

Each Business Proposal must be accompanied by information such as brochures and other descriptive material not to exceed 50 single sheets in order that the Mission Member can make the most effective sales presentation. Data on the size and scope of your firm, catalogs and pricelists are appropriate for this use.

Need current report

Your Business Proposal must be accompanied by one of the following, unless previously submitted within the past year: (1) Department of Commerce Form IA 57 (Registration of U.S. Firms Interested in International Trade or Investment), which may be obtained from your local Department of Commerce Field Office; (2) a current mercantile agency report, or (3) a current bank report.

35-word summary

A booklet containing a summary of all Business Proposals will be distributed in Spain. It is necessary, therefore, that a summary in 35 words or less of each Business Proposal be submitted for inclusion in this booklet, at the time the other information is forwarded to the Department.

Price information should include cost-insurance-freight (c.i.f.) quotations.

If you are representing several firms, you must submit a separate Business Proposal for each client, with each specified by name and contact.

If your firm offers a wide variety of products, summarize them by commodity groups and submit a separate proposal for each grouping.

Trade Mission to Central America July 18 - Aug. 22

U.S. businessmen are offered an opportunity to introduce or promote their products in the Central American market through the skilled services of a trade and industrial mission to the area, the U.S. Department of Commerce has announced.

Firms interested in direct sales, or seeking agents, distributors, licensees, or just ventures in Central America, have until May 15 to submit their business proposals to the Department's Bureau of International Commerce (BIC).

Six private businessmen, each an expert in his field, and two trade specialists from the Department of Commerce, will make up the mission. They will discuss the business proposals of U.S. firms in individual consultations with local business leaders while in the Central American Republics, July 18-August 22.

Specialties

Mission members will be specialists in food processing and distribution; consumer chemical items; textiles and textile machinery; lumber and wood products; general industrial equipment; and industrial development investment and small industries.

The Business Proposal Service offers both large and small U.S. firms an opportunity to explore overseas marketing possibilities without cost.

For detailed instructions on how to submit a business proposal, firms should get in touch immediately with a Department of Commerce Field Office or the Trade Missions Division, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C.

In developing new opportunities for the sale of U.S. goods in Central America, the trade mission will also look into possibilities for the establishment of new industries by U.S. firms.

Help in export expansion drive wins 'E' award for three firms, Florida state port organization

Food products, sunglasses, agricultural implements, tools sold abroad; port group sponsors several trade missions

Special packaging and labeling to accommodate the market plays an important role in the General Food Corporation's export program.

Whenever the White Plains, N.Y. firm sees an overseas sales potential it produces special language packs for export and gives the item special packaging treatment. This process protects the product, for example, against tropical climate conditions and makes it more attractive to the consumer.

To illustrate the effect of this system, the company points to the introduction, under a special label, of instant coffee into the Middle East. Sales for fiscal 1962 rose 40% over the previous year.

Introduction of the company's products into new areas is also accomplished by means of intensive advertising and sampling programs coupled with the assistance of local distributors working on a commission basis.

The corporation received the President's "E-for-Export" award at an April 9 ceremony in recognition for its efforts in selling abroad. William D. Carlebach, deputy director of the Department of Commerce New York Field Office presented the award to James P. Delafield, vice president in charge of international operations at General Foods Corp. Approximately 40 company executives and invited guests looked on during the ceremony at the firm's plant.

Export expansion efforts of two other companies and a port and foreign trade council did not escape notice either.

✪ The Sea and Ski Co. of Reno, Nevada, whose exports make up 6% of its total sales (1962 figures), recently introduced "our captive cap (twist open, twist closed)" to several foreign markets. The company, manufacturers of suntan lotion, had to make arrangements for the production of molds for plastic bottles and tubes in "key locations to service all markets."

The company also recently introduced the world's first wrap-around sunglasses. Lenses were developed in France from raw material manufactured in the United States. All product design is carried out in the U.S. and manufacturing of component parts takes place in France and in the U.S.

The company reported good sales of these sunglasses in Mexico, the Scandinavian countries and the Union of South Africa. Sea and Ski plans to introduce "sunglass spectaculars" in other markets this year.

Daniel L. Goldy, National Export Expansion Council Coordinator, presented the award at an April 9 luncheon in Reno to William B. Randall, president of Sea and Ski and vice president of Botany Industries (the parent organization). About 60 government and Nevada businessmen attended the ceremony.

✪ The same day, on the other side of the continent, the Florida Ports and Foreign Trade Council of Tallahassee was honored for bringing competing ports together "for mutual advancement and expansion of the state's foreign trade."

The organization, founded in 1959, is supported by the ports of Florida and is composed of persons, firms and organizations dedicated to promoting the state's ports and foreign trade.

Some of its accomplishments are responsibility for attendance at the National Foreign Trade Council New York Convention from 1959 through 1962; sponsorship of two trade missions to Europe, which brought new business for Florida and new contacts between port members and overseas shippers and receivers; and sponsorship of the annual Florida World Trade Conference (see story on the 1964 meeting, page 3).

The organization has also sent two trade missions to South America. The 1962 trade mission to Europe resulted in "tremendous interest" in Florida's new high density concentrate process—especially in France and Germany.

Secretary of Commerce Luther H. Hodges presented the award to J. Dillon Kennedy, chairman of the organization and Jacksonville City Commissioner. Approximately 450 Florida business and civic officials attended the ceremony.

✪ The Eversman Manufacturing Co. of Denver, Colorado, producer of agricultural implements, tried for some time to enter the European market and was unsuccessful until it designed a new land leveler for the European-style tractor. The company exhibited the equipment at the 1962 Verona Fair and now has created a good market in Italy, with "order volume increasing rapidly," according to a company official.

Eversman has made shipments to at least 38 countries in Latin America, Africa, the Middle East, Europe and the Far East. The company spends a great deal of time on promotion since the concept of farming precision smoothed and leveled land "has to be introduced from scratch in practically every new market we develop," the company official said.

The firm's exports in 1962 were over 15% of the total sales volume.

Charles E. Brokaw, director of the Denver Field Office, presented the award at an outdoor ceremony April 14 to Francis L. Bligh, vice president and export manager. Approximately 20 company employees and representatives of the Regional Export Expansion Council attended.

A total of 485 "E" awards have been presented to firms, banks, universities and other organizations which have helped in the national export expansion drive.

Credit payment terms tightened in Netherlands

As part of its anti-inflationary campaign, the Netherlands Government has announced a 5-percentage-point increase in cash amounts needed for down payments on specified consumer durables.

As a result, required minimum down payment for new automobiles now range from 45-55%, and for electric appliances from 25-30%. Textiles and men's, women's and children's wear now require a minimum down payment of 25%.

Asparagus quota extended

The Federal Republic of Germany has announced the extension of a quota for canned asparagus, excluding cuts and tips. Applications for import licenses may be submitted until the exhaustion of the unannounced value limit, but not later than May 5. Licenses will be valid until May 15, and those issued under the previous tender will be extended until that date. Imports are allowed from the U.S., Canada, Australia, Japan, Peru and Taiwan.

U.S. firms asked to take part in Austrian agricultural show; market good for farm machinery

Event scheduled to take place in Wels Aug. 29-Sept. 9; participating firms asked to submit business proposals

The biennial Agricultural Fair and Festival of Wels, Austria, will be held Aug. 29-Sept. 9. U.S. firms are invited to participate.

The show, founded in 1878, is predominantly agricultural, stressing farm equipment and machinery. It alternates with a similar fair at Reid, Austria.

Business transactions at the 1962 Wels show totaled some $33 million, according to the management. The event drew 2,460 exhibitors and attracted 1.3 million visitors.

Austria, with more than 7 million persons, saw its economy expand in 1963, after a disappointing year in 1962; the result was a growth in the gross national product to a new high of $7.7 billion.

Need more information on trade fairs overseas?

It's available, unless the stories indicate otherwise, from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

Farm machinery reliance

Government-sponsored intensification of agricultural activity has been aided by rapid modernization of this sector of the economy. With the transformation of Austria into an industrial nation, and with the steady shift of labor to industry has come an increasing reliance on farm machinery.

Department of Commerce experts believe a market exists for large tractors with mounted equipment, such as corn planters and pickers; self-propelled combines; incubators, loaders and conveyors, and field choppers. Interest, too, is seen in equipment for producing "soft" ice cream, powdered milk, and homogenized milk, and in machinery for re-constituting milk.

The opportunity to sell this specialized equipment makes participation through business proposals at the Wels Fair significant, says the Commerce Department.

The U.S. Embassy in Vienna will maintain a Business Information Center (B.I.C.) at the fair to assist U.S. firms in locating prospects. The B.I.C. serves also as temporary office, information center, and meeting place for American exhibitors with catalogs and product samples.

Seek business proposals

Participating firms must submit business proposals, which are brief replies to the following questions:

1. What product or services do you wish to offer or sell?
2. What arrangement do you offer—agency or distributorship, licensing or joint venture?
3. Do you desire to give exclusive representation?
4. What type of firm is qualified to handle your product?

Prospective exhibitors may obtain Form 1A-57, a registration form for U.S. firms interested in foreign trade or investment, from local Department of Commerce Field Offices. Before May 25, applicants should return the completed form, 25 brochures or catalogs, the business proposal (and a 35-word summary of it) to the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230. This material will be forwarded free to the fair.

Helsinki international fair set this fall; to feature automotive service equipment

Market in this line estimated at $1.9 million annually; steady growth expected; over 80,000 buyers reported at 1962 exhibition

Automotive service equipment will be featured at the Helsinki International Trade Fair scheduled Sept. 17-27.

U.S. firms are invited to exhibit at the show. The 1962 fair—it is held every two years—attracted 1,900 exhibitors and over 80,000 buyers. Total attendance reached 277,000.

Products to be included in the U.S. exhibit this year will include engine testing equipment, ignition testing and adjusting equipment, electrical systems analyzers and test equipment, hydraulic equipment and jacks, and brake testing and service equipment and lining material.

Also steam cleaning equipment, special function power tools, wheel balancing and aligning equipment, tire recapping equipment, cleaners, polishes and automotive chemicals, specialized equipment for trucks and buses, and lubricating and paint spraying equipment.

Total market for automotive service equipment in Finland is estimated at $1.9 million a year—almost all from imports. This market is expected to increase at the rate of 15% a year in line with the upsurge in automobile ownership (automobiles in use went up from 185,000 in 1957 to 350,000 in 1962).

Car population rising

The number of cars in Finland is expected to reach 726,000 by 1966, an increase of 73% over 1963 levels. Of the total automobile population, more than a third are six years old or older. This indicates a high need for repair services.

Finnish repair shops, many of them under-equipped, are now unable to handle all the business available. The current trend is for customers to take their business to service stations. Finland has 480 repair shops and 1,023 service stations.

Paraguay has trade surplus; U.S. holds 16.5% market share

Nation seeks financing sources for 2 key development projects

A strong fourth quarter performance brought the 1963 Paraguayan trade balance to a surplus of $7.5 million, compared with an $.8 million deficit for 1962.

Total exports were $40.2 million and imports were $32.6 million. Imports from the U.S., including PL 480 shipments, were $9.6 million in 1963, and exports to the U.S. were $9.1 million. Corresponding 1962 totals were $10.8 million and $7 million. Regular imports from the U.S., exclusive of PL 480 shipments, held steady at 16.5% of total imports.

Net foreign exchange reserves totaled $2 million as the year ended—substantially above the $.6 million registered at the end of 1962.

Economic indicators for 1963 showed a net improvement as the composition of the Paraguayan economy continued to change. The declining importance of such traditional Paraguayan products as quebracho extract and yerba mate, along with the current doldrums affecting lumbering, was more than offset by flourishing production of such crops as cotton and sugar. Cotton fiber exports of 8,865 tons were the highest since 1957.

Heavy rains may bring the 1964 output of raw cotton down slightly from 1963's pinnacle of 40,000 tons, though acreage is up 8%. In spite of frost, 34,500 tons of sugar were harvested, and the 1964 figure may reach 45,000 tons.

Meat exports jump

Exports of meat products increased from $7.5 million in 1962 to $10.5 million for 1963.

The cost of living for the working class rose only 1.1% for the first 11 months of 1963. The Paraguayan Labor Federation (CPT) has requested a 40% wage increase for 1964, citing the withdrawal of their 30% request during 1963.

Paraguay continued searching for a source to finance $12 million of the $24 million Acaray hydroelectric project, the balance of which will be provided by the Inter-American Development Bank. Financing for the dredging of the Paraguay River on a year-round basis is also being sought in order to keep vital river traffic moving.

Business is business —while it lasts

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

HONG KONG—The spartan office of W. T. Wilkinson is located in hospital simplicity in a section reserved for secluded executives, just a wafer thin door from the toney luxury that the affluent Hong Kong and Shanghai Banking Corporation uses for its public image. This square jawed, British economist, a Cary Grant caricature who wears hair like a beret, arrived two years ago to lure industry into the shadow of the bamboo curtain.

"The government think they run this colony," he grinned as full as the sails on a sampan under heavy wind. "We go along, but here at the bank, we know we are the ones who really do."

Wilkinson, later on this recent day, was a luncheon guest of Lynn Olson, economic officer of the U.S. consulate. His comments were as British as Yorkshire pudding, and as profoundly economic as a scratch sheet to a student of the breed a moment before the bell.

Wilkinson, sitting at a table 35 miles from communism, believes China will soon be universally recognized. "I once said in five years, but since the French have done it, I now guess in two or three.

"Why not? We British have been doing it right along." This with bland, capricious eyes. "Our bank has kept an office in Shanghai and our English principals live there in palace style."

This energetic, unorthodox banker with a promotional flair, urges U.S. industry to come to Hong Kong, establish factories and plan on a return of capital in three years. "If you ever recognize China, plan to move from here," he taunts. "We do." But Wilkinson is only sleepy serious. "The Chinese market is overrated. It hasn't meant much to those western nations who, with the strange air of boxers weighing in have icily glared at one another at meetings."

No investor, however, should take an agoraphobic view of the Hong Kong market. The British lease obtained from China will run out in thirty years. "Wilkinson," said Lynn Olson, "only thinks of business, not political consequences."

"Sure," says Wilkinson. "But where else will a manufacturer find adept people accustomed to working agilely with their hands, who engage in assembly operations of everything from electric appliances to operating the largest aircraft station in all Asia."

Commercial taxes in this city of 3 million, with its colorful, bustling free port, are 12½%. "Someone should open a tool and die factory," continues Wilkinson. "Or a washing machine plant, make food mixers, hair dryers and rotisseries. It doesn't matter. You can sell anything."

Strangely, a middle class has developed in this community that still uses human beings, because they are less expensive than taxi cabs, to pull other ones at a fast canter on downtown streets. This is a town that has grown six times larger than it was fifteen years ago, yet has almost full employment. "But wages are low," Wilkinson argues. "The government will keep them low. This is a price conscious community. Unskilled workers receive a U.S. dollar a day. Chinese executives earn maybe $150 a month."

Wilkinson, punching and grinning, is as good-natured as fans giving an airport welcome to Bobby Darin.

Someone asked with his knowledge of China if he spoke Chinese. "I do not even know yes from no," he said blandly.

U.S. exporters must improve price, credit terms to hold share of Chile's shrinking imports

U.S. shippers must expect a long wait for payment; '63 trade deficit may generate more import restrictions

By MORRIS ALLEN

Commercial Attaché
U.S. Embassy, Santiago

Chile is not an easy market for U.S. exporters these days and will continue to be difficult throughout 1964.

MORRIS ALLEN

In the face of continuing balance of payments and acute foreign exchange problems, coupled with growing government restrictions on imports, there is little optimism about 1964 increases. In fact, we will do well to approach existing levels.

Within a decreasing total, however, U.S. exporters could improve their relative percentage, but not without some big "ifs." These consist principally in their ability and willingness to compete in price and credit terms, despite trying payments delays.

No overall increase in 1964 exports to Chile is envisaged, principally because the delayed and cumulative impact of 1962-1963 import restrictions will become more acute in 1964. In addition to lengthy lists of prohibited goods, obstacles to importing permitted articles are being increased via higher surtaxes, costly advance import deposits and growing administrative "red tape."

Furthermore, an unfavorable trade balance estimated at approximately $60 million for 1963 will probably generate even more import restrictions and obstacles during 1964.

Special import privileges for the principal free port of Arica have been practically eliminated and those for other ports are under close surveillance.

To conserve foreign exchange and promote domestic industry and employment, more and more protectionist measures are being instituted against imports for which substitutes are, or can be, produced locally. With September presidential elections in the offing, political pressures are also generating stricter price controls, including both retail and wholesale commercial margins.

Importers waging an uphill battle to get all of their costs officially recognized may give up on some types of imports, particularly when impeded by mounting frustrations in obtaining foreign exchange.

LAFTA competition

Chile's growing trade with other Latin American Free Trade Association countries, plus barter deals to help conserve foreign exchange, will further reduce sales potential for the U.S. and other countries.

If the private investment plans announced in 1963 are implemented, some significant demand for capital goods and, later, raw materials could be generated. These include new or expanded industrial plans for mining, pulp, and paper, fishing and fishmeal, pharmaceuticals and lubricating oils. How much of these proposed investments will actually be realized in 1964 is unknown.

Political uncertainties surrounding the 1964 Chilean Presidential Election, and a "wait and see" attitude among business investors, particularly those concerned over threats by one of the leading candidates to nationalize U.S. copper properties in Chile, may delay some of these projected capital investments.

Furthermore, increased investments announced for some industries are offset by decreasing trends in others. Also, expanding domestic industries, such as pharmaceuticals and lubricating oils, will eventually mean domestic products replacing former imports.

Chile's trend toward substituting domestic industrial and agricultural production for imported products implies more and more trade emphasis on raw materials and industrial and agricultural machinery and equipment—commodities in which the U.S. has many trade advantages.

Some other plus factors in the economy may offset negative ones—but only partially Public projects such as a new oil refinery and hydroelectric plants, as well as continued construction of roads, schools, hospitals, and housing may offset some of the private lag, but financing problems may even limit or slow this potential.

In an election year, however, some way or another will be found to keep the economy rolling at a high level. To do this the Government is hoping that external aid will once again close the gap in its capital budget. This optimism is supported by the IMF's recent approval of continuing "stand-by" aid.

$70 million loan

On April 3, the U.S. signed an agreement to implement a $70 million loan which will provide continued support for U.S. exports to Chile. The loan package included a $40 million AID Program Loan to finance imports of goods and services from the U.S. which are essential to Chilean economic development, a $15 million Export-Import Bank loan to the Chilean Central Bank for relending or resale through Chilean commercial banks to purchase essential machinery and equipment from the U.S., and a $15 million U.S. Treasury exchange agreement in support of Chile's monetary stabilization program.

Another continuing spur to the economy has been anticipatory buying in the face of inflationary pressures, but credit expansion limitations are aimed at restraining this demand. How to keep these credit limitations from hurting legitimate industry and business demands is a con-

the author

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Where U.S. lags in Chile

Commodity	Principal competitor	Principal U.S. disadvantage
Agricultural machinery	England, West Germany	Prices 20% higher
Electric motors, dynamos, generators	England, France, West Germany	Prices up to 40% higher, quality secondary
Electric meters, circuit breakers, et cetera	Japan, England, West Germany	Prices up to twice as high
Office machinery and equipment	West Germany	Prices 10-15% higher
Railroad locomotives and spare parts	France, Italy	Less favorable credit and payment terms
Wheat flour	France, West Germany	Prices 20% higher

tinuing challenge to governmental and banking authorities.

Chile's foreign exchange problems have created the major obstacle to increased U.S. trade. The country's relatively unfavorable commercial payments record during the past year is leading overseas suppliers to avoid or limit their future credit exposure.

This reaction is particularly understandable in view of these suppliers' past experience. Earlier they were compelled to accept Chilean bonds in payment for pre-1962 debts; now they must wait a minimum of 120 days from the date of the bill of lading, plus an additional 2 to 4 months because of administrative delays before receiving exchange coverage.

Governmental limitations on bank letters of credit and insistence on longer credit terms to help cope with foreign exchange shortages are aggravating this credit-payments problem.

All in all, selling to Chile has become more of a financial than commercial matter. Thus the U.S. trade percentage may suffer if non-U.S. suppliers are more willing to extend credit than their U.S. competitors.

Significant advantage

The U.S. exporter may derive some comfort from the fact that he enjoys a significant collection advantage over his competitors because of the availability of AID dollars for financing imports from the U.S. Although payments to U.S. exporters currently require average waiting periods of 6 months, non-U.S. suppliers are experiencing delays averaging at least 1 or 2 months longer.

Early in March, the Chilean Central Bank promised to expedite payments against AID dollars by improving its own operations and those of the commercial banks. U.S. suppliers are now promised 5 month payment service for shipments in U.S. bottoms where importers provide complete and timely documentation and covering escudo payments.

The 5 months will include the legal minimum delay of 120 days from the date of the bill of lading, and 1 month for processing. The Central Bank is unable to make a time commitment for products shipped via non-U.S. bottoms, since the pending volume of such freight is in excess of AID's statutory 50% maximum non-U.S. bottom quota.

The Central Bank has already begun asking for explanations from commercial banks where applications are unduly delayed in arriving at the Central Bank. If this policing practice continues and proves effective, conforming U.S. exporters should have a 2—5 months payment advantage over third country exporters.

If exporters' attitudes and government policies enable us to compete credit-wise, our major remaining hurdle is price competition in some fields. The U.S. still has the best reputation for quality, but economy-minded Chileans, including the government, may often pass over better quality U.S. products in favor of lower priced goods. Because it is frequently motivated by restricted budgets and foreign exchange availabilities, Chile does not wish to pay higher prices for specialized or high volume types of machinery and equipment made principally for more industrialized countries.

Summary

In summary, Chile's 1964 imports will be less than the estimated $600 million for 1963 and competition for the shrinking total will be keener. To maintain the U.S. share of the market—35% in 1963—U.S. exporters must be competitive, not only price-wise, but also in their willingness to assume credit risks in spite of trying payments problems.

Doing business in Chile is more a financial than a commercial matter. The payments problem looms large but it is seldom the fault of industrial or commercial importers who must wait upon their government for foreign exchange. Therefore, patience and understanding must be coupled with judicious selectivity regarding credit risks and more liberal credit terms. These will pay off in the long-run.

Gratis

Subscribers to this magazine may obtain without charge a single copy of an Overseas Business Report described in this issue by making a specific written request, including the OBR number, to the U.S. Department of Commerce, Sales and Distribution Section, 1200 South Eads Street, Arlington, Virginia.

Such requests must be received not more than 15 days after the publication date of the issue of *International Commerce* in which the requested OBR was listed.

AID grant to equip Bolivian road-builders

Two more Bolivian army engineer battalions will be equipped with heavy equipment for building roads, bridges and airfields under the Alliance for Progress through a $450,000 grant from the Agency for International Development.

The equivalent of $150,000 of the grant will purchase motorized graders, concrete mixers, compressors, scrapers, tractors and rollers manufactured in the U.S. The equivalent of $300,000 will be used to finance materials, supplies and engineering studies for constructing 213 km. of highway.

Previously, two other engineer battalions had been equipped with heavy equipment with help from AID. All four battalions, with a combined strength of 1,200 men are engaged in road, airfield and bridge construction in Bolivia's frontier areas.

Turkey strides ahead despite political, economic uncertainty

Success of 5-Year Plan depends on foreign aid, good weather; import program emphasizes raw materials, investment goods

Despite political and economic uncertainties, foreign exchange difficulties, and general lack of confidence in the business community, Turkey's Five Year Development Plan made significant progress in its first year.

Preliminary estimates show an increase of at least 6.5% in gross national product during 1963, not quite up to the 7% target but much better than most past performances.

Agricultural production and the output of most industrial items showed encouraging increases over 1962 and investment activity relatively high.

On the other hand, however, generally sluggish domestic trade activity, particularly during the fourth quarter, reflected both tight credit conditions and concern over the extended cabinet crisis. General anxiety and uneasiness among the business community were notable until it became clear that there would be no fundamental changes.

One key sector of the economy—the minerals industry—was static. No new operations commenced, implementation of long-planned projects continued to drag, and the value of mineral exports, an important foreign exchange earner, fell to the lowest level since 1950 due to a carryover of unsold copper production and a precipitous drop in chrome ore sales. Long-pending, large-scale private investment projects continued to make little headway.

Government policy

The new Government of Prime Minister Inonu, which came into power in December 1963, expressed its firm policy of continuing with Turkey's Five Year Plan (1963-1967). The economic aspects of the government's program emphasize investments in both public and private sectors which would operate side by side in a mixed economy; non-inflationary domestic financing of the budget; encouragement to foreign investment; increases in exports and other measures designed to increase foreign exchange earnings; emphasis on the importation of capital goods required for speedy economic development; reorganization of State Economic Enterprises; and tax reforms.

Sources

Further information about country or area articles appearing in this department, as well as current information on commercial and economic conditions abroad, can be obtained from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C. 20230.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

The 1964 Program calls for an increase in total investment to $1.25 billion.

Much of the success of the plan depends on continued foreign aid and on reasonably good weather to maintain agriculture production at its relatively high 1963 level. Government revenues will also have to increase to cover the higher 1964 public investment.

Government policy continues to reflect the critical foreign exchange position, continuously aggravated by heavy debt repayments and heavy reliance on foreign credits. Net foreign exchange reserves dropped from $95 million to $51.9 million during 1963, while free gold reserves dropped by $8 million to $34 million.

To correct or alleviate this situation, reliance is being placed on greater exports and increased earnings from tourism as well as continued extension of foreign credits. The Turkish Government estimates that 1964 requirements for foreign financial aid are about $250 million, approximately the same as during 1963. The OECD Consortium for Aid to Turkey is in the process of determining its contribution toward this goal.

At the end of January the U.S. Government agreed to provide a $70 million program loan to help finance Turkey's imports from the U.S. The U.S. is also ready to help finance specific development projects.

During 1963 Turkish exports dropped by 3.4% to $368 million while imports, excluding PL 480 shipments, rose by 8.6% to $596 million. Imports of PL 480 commodities were valued at $91 million. The trade deficit climbed $60 million to approximately $228 million, 36% above the 1962 deficit.

Export totals were adversely affected by reduced sales of tobacco and low exports of copper and chrome. Exports of fruits, amounting to $86 million, replaced tobacco as Turkey's leading foreign exchange earner. Unusually large crops of cotton caused an upsurge in exports of that commodity from $64 million to $81 million.

On the import side, boilers and machinery, metals, textiles, and chemical products showed the largest increases, while the most notable declines appeared in imports of petroleum products, fertilizers and transportation equipment.

The geographical distribution of trade remained essentially the same. The U.S. supplied approximately 30% of Turkey's 1963 imports (29% in 1962) and purchased approximately 13% of its exports (19% in 1962). The drop in exports to the U.S. was mainly due to decreased tobacco sales.

The 1964 Import Program published in January estimates that imports during 1964 will total $640 million. Of this amount $280 million is to be raw materials, $280 million to be classified as investment goods, and $80 million in consumer goods.

Importer deposits

Depending on the priority of the item to be imported, importers must now deposit from 50 to 70% of the value of the shipment as an advance guarantee deposit to insure timely import. For AID-financed commodities, importers will only have to deposit a 20 to 30% deposit, thus increasing the attractiveness of AID-financed imports.

With the visit of an AID-sponsored capital market seminar, interest mounted in the development of a modern market in Turkey. At present the capital market is extremely restricted. A visit by representatives of the U.S. savings and loan industry also created much interest. At least one group requested AID to follow up this visit with some assistance to help establish a savings and loan network in Turkey.

Any such organizations would presumably concentrate at first in the mortgage financing of low and middle income housing which is badly needed in Turkey.

Inflation, labor shortage fail to dampen Swiss buying boom

U.S. sales to expanding market dipped slightly during 1963; gains in machinery, chemicals didn't offset other losses

The Swiss economy continued to boom in 1963. The advance was characterized by rapidly increasing consumption, a high level of investment and record foreign trade.

Although the rate of economic expansion has diminished slightly since late 1962, Swiss industry continues to operate at capacity and consumption is still surging upward.

The only economic sectors which registered declines in 1963 were construction, tourism and agriculture. Agricultural production, in particular, suffered from the poor weather conditions.

Chief problems facing the economy are increasing inflationary pressures and an acute labor shortage. One of every 3 members of the labor force is a foreigner. The Government adopted a law in March 1963, which limits the number of foreign employees which may be hired by a firm operating in Switzerland.

The cost of living increased by 4% in 1963, following a 3% rise in 1962. Prices increased more sharply in Switzerland during 1963 than in most European countries.

After 2 years of combatting inflation by "gentlemen's agreement," the Federal authorities have now asked Parliament for specific measures to curb internal inflationary pressures. Two bills, dealing with controls on building construction and investment, have been presented to both Houses of Parliament and will be the subject of a nationwide referendum. Although these measures should curb the inflationary tendencies, they are not expected to reverse the upward trend of the economy.

The Swiss standard of living is one of the highest in Europe. It is estimated that the GNP reached $10.7 billion in 1962, equivalent to $1,900 for each of the country's 5.6 million inhabitants. In 1963, imports totaled $3.25 billion, up 8% from 1962, and exports rose 9% to $2.4 billion.

Principal imports

Principal Swiss imports in 1963 were machinery and transportation equipment, foodstuffs and various manufactured products. Leading export items were: machinery, chemicals, pharmaceuticals, watches and textiles.

One of the most important problems now facing Switzerland is its future relations with the European Economic Community. In 1963, over 42% ($1 billion) of its total export trade was directed to the EEC. On the other hand, the Common Market furnished Switzerland with 64% ($2 billion) of its imports.

Even though the EEC Common External Tariff may be reduced at the forthcoming Kennedy Round negotiations, it is still a fact that trade among Common Market countries will eventually be duty free, thereby placing Switzerland at a disadvantage.

EFTA trade

Switzerland is a member of the European Free Trade Association (EFTA) and benefits from the 60% reduction in duties on industrial products traded among the member countries. EFTA countries supplied almost 14% ($444 million) of the total Swiss import market and took nearly 18% ($431 million) of total Swiss exports in 1963.

During recent years, Switzerland has been an excellent market for U.S. products. The U.S. retained its position as Switzerland's fourth ranking supplier in 1963.

However, 1963 U.S. exports to Switzerland declined to $280 million from $295 million in 1962, whereas imports from Switzerland rose 5½% to $223 million. The decline in U.S. exports was due primarily to a sharp drop in the sales of U.S. aircraft, which slumped from $25 million to $10 million, reflecting near completion of Swissair's program for converting its long range flights to jets.

U.S. foodstuff shipments to Switzerland—principally grain and poultry—also declined significantly. These losses, however, were largely offset by sharply increased U.S. exports of machinery and chemicals. The U.S. share of the Swiss import market dropped to 8.6% in 1963 from 9.8% the previous year.

Despite the decline in U.S. exports, there are excellent opportunities for expanding the sales in Switzerland of a large variety of U.S. consumer items and capital goods. During October and November, a U.S. Trade Mission visited Bern, Basel, Zurich, and Geneva. The mission reported that Switzerland holds promise of greater future sales of U.S. consumer goods if U.S. exporters make determined efforts to capture an additional share of the Swiss market.

An increasing variety of new foodstuffs has appeared in Swiss stores. Women's stretch slacks as well as skirts, blouses and sweaters are moving well. Toys are very popular. Electrical kitchen and other household labor-saving devices are much in demand.

There is a good market for various equipment to combat the labor shortage. Electrical typewriters and accounting machines are in strong demand. Many types of automation equipment are selling well. There is also a good sales potential for U.S. electronic systems, pneumatic and hydraulic control systems and similar sophisticated equipment.

Recently, Swiss companies have expressed an interest in importing many U.S. products, including: laundry and dry cleaning machinery, ice cube machines, tea dispensing machines, shoe polishing machinery, generators, gasoline motors, high viscosity fuel oil pumps, irrigation and waterworks pumps, hydraulic cranes, rotary snow plows, tools, radio accessories, hardware, glassware, plastic articles, pharmaceutical products, synthetic dyes, hair lotions, umbrellas, paper sheets and sleeping bags.

An indication of the growing Swiss interest in U.S. products was the sponsoring of America Week by 3 leading Swiss department stores in February. These promotional efforts reportedly were very successful.

UAR foreign trade up sharply in 1st half '63

The UAR's total commodity trade for the first 6 months of 1963 was valued at the equivalent of $416.1 million for imports and $292.8 million for exports, according to official UAR statistics. Imports for the same period in 1962 were $301.1 million; exports, $201.9 million.

The U.S. continued to be the main supplier with exports to the UAR of $128.8 million during this period. Included in this total are PL480 shipments which amounted to approximately $83 million. Other important suppliers were West Germany ($41.2 million), the United Kingdom ($35.2 million) and Italy ($23.9 million).

French pockets are jingling; imports from U.S. up 16% in '63

Stabilization plan hasn't restrained soaring economic growth; investment applications being reviewed for inflationary effects

Business with France should continue to prosper this year. The man in the street has more spending money than ever before, industry is investing in expansion and modernization of plant equipment, and the pace of the country's overall economic growth has not been restrained appreciably by the Government's restrictive stabilization measures of last September.

For the short-term, these measures had some stabilizing impact on prices. In the long run the program should permit continued economic growth without inflation. However, the French interpret "no inflation" to mean slower rising prices than in competing countries.

The French Government would prefer a slow and moderate upward movement of prices to an absolute price freeze with a drastic slowdown in economic growth. In line with this thinking, in January, the Government unblocked, prices for nonferrous metals and textiles, and unblocking for other commodities is to follow.

The French gross national product in 1963 rose about 4.3% in real terms to approximately $78 billion. Industrial production at the end of 1963 was 7.7% higher than a year earlier.

French imports jumped 16% in value during 1963 to a total of $8.7 billion. Exports rose 11% to $8.1 billion. Imports from the U.S. reached $901 million in 1963, up $126 million or 16% over 1962. French exports to the U.S. in 1963 were down $5 million or 1.2% from 1962, for a total of $421 million. In both years, shipments from the U.S. covered about 10.3% of total French imports.

Best sellers

U.S. manufactured goods which made impressive showings in 1963 included: industrial and electrical machinery and appliances; organic chemicals; optical, photographic, medical and scientific apparatus; tools and implements; knitted goods; and musical instruments. Special demand situations led to increased French purchases of U.S. coal, cotton, wheat, and corn.

Import duties were reduced in the fourth quarter on a number of food and industrial products. Although these reductions pertained mostly to goods originating in Common Market countries, U.S. exporters may be interested in duty reductions for the following products: lentils; lemons; certain species of fish, (fresh, chilled or frozen); tallow; fatty acids; tomato concentrates; raisins; dried apricots; caviar substitutes; and tooth brushes.

Several previously granted temporary tariff reductions about to expire were extended, some to June 30, some to December 31, 1964. Items of possible interest to U.S. exporters which benefit from these measures were: various aromatic products obtained through the distillation of high-temperature coal tar; sals and other compounds of certain oxides; certain aromatic hydrocarbons; alcohol peroxides and other peroxides; certain esters of mineral acids; pyridine; some heterocyclic compounds; certain resins (subject to quotas, however) and resin acids; products for the manufacture of chewing gum; certain artificial resins; some polymerization and copolymerization products; specified cellulose esters; wood shingles; selected paper and cardboard items, filter papers, and filter boards; various glass beads and imitation precious stones; and certain aluminum structural parts.

U.S. firms

The Irving Trust Company, International Vending Machines, Halliburton Company, Transamerica Corporation, and Avco Corporation were among the U.S. firms which established themselves in France, through branches or subsidiaries during the last quarter of 1963. Procter and Gamble substantially increased its French investment by purchasing the plant it formerly leased at Marseille.

According to a recent speech by the Prime Minister, the Government considers U.S. investments in France an inflationary factor. Thus, in line with the philosophy of the Stabilization Plan, U.S. applications for investment may be expected to undergo screening as to their possible inflationary impact. Previous screenings were confined to judging whether the intended venture may tend to dominate a certain industrial or geographical sector.

Another measure taken to curb inflation and check individual purchasing was a December increase of the personal income tax for higher incomes from 65% to 66.5%. The individual brackets for incomes exceeding $7,200 a year were also raised 5%. These 2 increases result in an effective tax rate of 69.75% for the highest bracket.

In 1962, 6.4 million French families paid taxes, compared with 5.9 million in 1961. Tax-paying families still represent a minority of the population, which is composed of 14 million households.

In general, French taxation is still substantially below U.S. levels and, although the average wage level is also considerably lower, the take-home pay is comparatively high, permitting consumer purchases which were out of reach for the masses a decade ago.

In recognition of the growing potential offered by the French consumer market, the U.S. Government, through the Department of Commerce, will participate in the Paris International Fair, May 16 ot June 1. Hand and power tools will be emphasized in the U.S. exhibit. As both leisure time and "do-it-yourself" activities are on the increase in France, these items should be well received by French consumers.

Pittsburgh meeting aims to boost jobs and profits

Pittsburgh's active and aspiring foreign traders will assemble in the Penn-Sheraton Hotel on April 23 to assess their chances at "Expanding International Business for More Jobs and Greater Profits."

National Export Expansion Coordinator Daniel L. Goldy will describe "World Markets—The Challenge to American Business," and other speakers will discuss "New Horizons in Exports; Europe and the American Businessman; Opportunities in International Business; and How a Combination Export Manager Functions in Pennsylvania."

Individual case studies of successful exporters will also be presented at the morning session, and a panel discussion on "Export Financing" will round out the afternoon session.

For further information contact the U.S. Department of Commerce's Pittsburgh Field Office or the World Trade Council of the Greater Pittsburgh Chamber of Commerce.

Belgian economy finished 1963 at record levels; foreign trade likely to hit new peaks in '64

Imports from U.S. rise, but share of total imports dips; Belgian Government seeking new markets outside EEC

Belgian economic activity achieved boom proportions last year. Gross national product hit a record $13.6 billion, nearly 4% above the 1962 figure, while industrial production rose roughly 6%. Foreign trade reached a new peak with both imports and exports increasing 12%, and consumer demand remained strong.

Exports totaled $4.8 billion and indications are that imports reached $5 billion. The trade deficit for 1963 is estimated at about $200 million, some 16.5% lower than 1962. Recent price and wage hikes will probably increase Belgian imports in 1964, whereas exports may not rise as steeply.

The most important suppliers of the Belgium-Luxembourg Economic Union (BLEU) in 1963 were, in order, the Federal Republic of Germany, the Netherlands, France, and the U.S. Major export markets were the Netherlands, the Federal Republic of Germany, France, and the U.S.

The European Economic Community (EEC) supplied an estimated 52% of total BLEU imports and took over 60% of BLEU exports. To reduce its dependence on the EEC, the Belgian Government is seeking new markets for its products. Belgian trade missions abroad will probably become increasingly numerous and active in 1964.

U.S. trade

Imports from the U.S. for the first 11 months of 1963 totaled $428 million, 3.5% greater than during the comparable 1962 period, but the U.S. share of the BLEU market dropped to 9.2% from 9.9%. The U.S. share of the BLEU import market is expected to be about 9% in 1964.

BLEU increased its imports of U.S. mineral products by 69%, processed foods and beverages by 10%, chemical products including pharmaceuticals by 22%, base metals and manufactures by 36%, and precious stones and jewelry by 87%.

Based on figures available for the first 10 months of 1963, the largest single commodity group imported by BLEU from the U.S., unprocessed agricultural products, decreased to $61.9 million, 19% below the level for the same period of 1962. Other major declines in BLEU's imports from this country include machinery and electrical apparatus (9%), transportation equipment (20%), and textiles (7%).

Preliminary data place BLEU exports to the U.S. at $381 million for the first 11 months of 1963, 2.3% less than the corresponding period of 1962.

Industrial gains

Industrial production rose 6% in 1963, with increased activity in nearly all sectors. Coal production was slightly above the 1962 level, halting the downward trend of recent years. Imports of U.S. coal were more than double those of 1962, and this level will probably be reached again or slightly exceeded this year.

Crude steel production of 7.4 million metric tons was slightly above the 1962 output. Owing to alleged price difficulties, the European Coal and Steel Community (ECSC) has recommended that Belgium and the other member countries raise their unbound steel duties from the ECSC average of 6% to the Italian levels, which average 9%.

Electricity remained one of the growing sectors, with production of 17.8 billion kilowatt hours, 8% over 1962, and consumption up 8.1%.

The textile industry had a record year, due to high domestic consumer demand and expanded exports. Even though production increased by an estimated 11%, it continued to be limited by labor shortages.

The non-ferrous metals sector responded to international price movements and presumably recovered from its 1962 lethargy, with copper production for the first 10 months increasing 25% and lead production up 16% over the same 1962 period. Zinc production dropped almost 3%, while tin production was unchanged.

Order books in the metal manufactures sector for the first 9 months of 1963 totaled almost $1.8 billion, 8% above the comparable 1962 period, while deliveries increased 12%. Unlike 1962, domestic sales increased more sharply than exports.

Chemical output

Output in several sectors of the chemical industry, particularly inorganics, achieved record levels. At the end of 1963 domestic and foreign demand for sulphuric acid was so heavy that some orders could not be filled, and higher prices were specified in 1964 export contracts. Fertilizer sales also enjoyed a prosperous year.

Construction activity, hindered by an exceptionally severe winter early in 1963, benefitted from mild weather at the end of the year. New records were achieved, but a chronic lack of manpower limited the gains. Government construction for the first 10 months of 1963 was particularly active, being 22% higher than for the like 1962 period.

To cope with inflationary pressures, the Belgian Government recently announced increased interest rates on some loans, a slow-down in the execution of programmed public works to reduce government spending, and preparation of royal decrees to curtail installment buying.

Retail prices rose 4.2% between December 1962 and December 1963. Because most wages and salaries in both the public and private sectors are linked to the retail price index, the rise triggered cost-of-living wage boosts for at least 1.1 million wage and salary workers on January 1, 1964, and for 450,000 Government workers on December 1, 1963. Increases in wages and fringe benefits have raised Belgian labor costs by an estimated 10% in 1963, and additional increases are scheduled for 1964.

EEC inflationary pressures

Further price increases in the European Economic Community countries—both at the wholesale and retail level—an increasingly short labor supply, higher wages and rising private consumption marked 1963 and the first two months of 1964. Retail prices at the end of 1963 compared with the end of 1962 were up 6.9% in Italy, 6% in France, 4.2% in Belgium, 3.7% in Luxembourg, 3.6% in the Netherlands, and 3.5% in West Germany. In the first two months of 1964, a marked upward trend in prices continued, at least in Germany and the Benelux countries.

Korea to buy $61.9 million in surplus U.S. goods through Food for Peace

Raw cotton, wheat to make up largest portion of sale which also includes barley, tallow, ocean transportation costs

The U.S. and the Republic of Korea have signed another agreement under Title I, Public Law 480 covering surplus commodities and ocean transportation amounting to $61.9 million.

The principal items to be purchased by Korea under the agreement are raw cotton, valued at $28.0 million, and wheat valued at $22.7 million. Provision is also made for barley ($4.1 million), and tallow ($1.5 million), with transportation costs estimated at $5.6 million.

Disposition of currency

Fifteen percent of local currency generated by these sales will be reserved for U.S. Government use, with 85% being set aside for budget support of the Korean defense forces.

In the last few months, several other significant developments have taken place in the area of U.S. economic aid to Korea. These included the allotment of $65 million of fiscal year 1964 funds under the Agency for International Development (AID) supporting assistance program for the importation of industrial commodities, as well as the release of the final $15 million from 1963 funds for the same purpose.

In addition, three major AID development loans have been signed recently for construction of a 66,000 kw. thermal power plant in Kunsan, development of deep mining facilities in the Changsong coal fields, and equipment and machinery for small business. A loan authorization for $10.7 million for new diesel locomotives for the Korean National Railway has also just been received, bringing the total for development loans since December 1963 to $38 million. Other investment loans for Korea are currently under consideration.

Thai Booklet

"Private Industrial Investment Opportunities in Thailand" is a comprehensive yet succinct review of the economy of Thailand and its industrial development potential, recently published by the U.S. Operations Mission to Thailand. Drawing heavily upon surveys made under an AID contract by Ebasco Services, Inc., engineers and consultants with head offices in New York, the 85-page booklet is a compilation of pertinent information on the industrial situation and investment climate of the Kingdom of Thailand.

Prospective U.S. investors will find this publication a useful tool in assessing investment opportunities in Thailand.

A limited number of copies are available and may be obtained by firms writing under their letterhead to the Bureau of International Commerce, Office of International Investment, File IRD-B, Department of Commerce, Washington, D.C. 20230.

Container company gets Cooley loan

A loan of 1,476,000 Colombian pesos —equivalent to $147,000— has been authorized by the Agency for International Development to the firm of Envases Colombianos, S.A., a container manufacturing company in Colombia partially owned by American Can Co., International.

The pesos, to be loaned to the company under an Alliance for Progress action, have been acquired by AID through sales of surplus U.S. agricultural products to Colombia.

The current "Cooley" loan will go to assist expansion of the company's factory in Barranquilla which produces tin cans, lithographed labels, bottle caps, bags and cardboard boxes. This will enable it to produce a greater quantity and new types of cans to meet a rising national need in Colombia and add storage facilities for finished cans needed to accommodate seasonal markets. Technical management of the company is being provided by the American Can Company of New Jersey.

The loan is being guaranteed by the American Can Company. Terms call for repayment in seven equal installments starting in December of 1965 with interest of 9% per year to be paid semi-annually.

AID grant to spur Nicaraguan growth

Nicaragua will seek to accelerate economic development under the Alliance for Progress with a $525,000 grant to engage the services of a private U.S. planning and management firm to provide specialized assistance to Nicaragua's National Planning Office, and to help finance the training of Nicaraguan nationals.

The Agency for International Development grant is designed to help Nicaragua achieve the goals of the Charter of Punta del Este and to further the plan for Central American Economic Integration. The planning and management firm will form an Economic Advisory Team to the National Planning Office.

Basic aim of the overall project is to assist the National Planning Office and its related agencies in developing specific sector and project plans and in providing on-the-job training for Nicaraguans who will then be qualified to carry out necessary planning functions independently.

Nicaragua's contribution to the program is the equivalent of $614,000 for the coming two years. The Nicaraguan Government will provide office facilities and administrative support to the U.S. Economic Advisory Team and defray travel costs of Nicaraguans selected for advanced training in the U.S.

Gabon to receive U.S. road equipment

Gabon will receive up to $375,000 worth of U.S. manufactured road maintenance equipment under a grant made by the Agency for International Development in agreement with Gabon's Public Works Ministry.

U.S. motor graders, pneumatic tire road-rollers, traxcavators, dump and stake-body trucks, and trailer-mounted lubricators are on the equipment list. The Gabon Government will furnish manpower and technical supervision.

British company temporarily denied export privileges

U.S. origin tractors believed to have been reexported to Cuba

Peak Products Co. and one of its directors, L. Kanner of London, have been denied temporarily all U.S. export privileges until completion of compliance proceedings being instituted by the Bureau of International Commerce, Department of Commerce.

The Bureau stated its Investigations Division has evidence giving a substantial basis for the belief that L. Kanner and Peak Products Co. have, and still are, engaged in obtaining U.S.-origin tractors and reexporting them to Cuba in contravention of the U.S. Export Control Act and regulations issued thereunder.

U.S. goods prohibited

The temporary denial order was entered to prevent the British firm from obtaining tractors and other U.S. origin goods for possible unlawful shipment to unauthorized destinations.

The order prohibits L. Kanner and Peak Products Co. and all other persons and firms related to them from ordering, buying, receiving, or disposing of any U.S. commodities, and from otherwise participating directly or indirectly in any transactions involving U.S. commodities or technical data. It further states that no other person or firm may deal with them on their behalf in any such transaction; to do so would subject such parties to a similar denial of U.S. export privileges.

Cement plant in Mexico given $1.6 million credit

An Alliance for Progress credit of $1.6 million has been authorized for Cementos Sinaloa, S. A. of Sinaloa, Mexico, by the Export-Import Bank.

Proceeds of the loan will help finance the construction of a new cement plant in northwestern Mexico. Cementos Sinaloa, S. A. was recently formed by Mexican private investors and the San Luis Mining Co., a U.S. firm engaged in Mexican mining ventures for many years. The new plant will be located in Hornillos in northern Sinaloa where an adequate supply of raw materials is available close to the plant site. Total cost of the project is estimated at nearly $5 million.

The proposed plant will include silos and packing equipment. It will be a conventional single kiln, dry process operation with a rated capacity of 400 mt. per day or 120,000 mt. of cement per year. In addition to the standard portland types the new plant will also produce portland-pozzolan cement.

Key personnel from two affiliated plants nearby, in addition to manufacturer representatives from U.S. suppliers of equipment, will be made available at the job site for initial training of employees. About 150 people will be employed.

Industrial credit corporation formed by Costa Ricans

Seventy-five Costa Rican investors have subscribed $1 million to assure the establishment of an Alliance for Progress industrial credit corporation.

The new corporation has a capital of $6 million. Its main purpose is to assist Costa Rican businessmen with medium and long-term loans to start new or expand existing enterprises.

The capital subscription by the private investors was arranged after the Agency for International Development last year agreed to lend $5 million to help finance the Corporacion Costarricense de Financiamiento, S.A. (COFISA), provided that the seven sponsors could raise $1 million privately. The million dollar subscription was completed in less than three months, and the 75 subscribers will, in effect, become the sole owners and stockholders of COFISA.

AID loan will improve Tanganyikan farm road

A $1.9 million Agency for International Development loan covering both U.S. and local costs of construction will be used to improve 60 miles of existing highway in Tanganyika, important for moving cash crops to market.

U.S. firms will have the opportunity to bid, alone, or jointly with local firms on construction of the road which runs from Bunda to the port of Nansio, located on the island of Ukerewe in Lake Victoria.

Tanganyika's contribution to the project in design costs, supervision and inspection is estimated at $193,000. The loan fulfills a U.S. commitment of $10 million to support Tanganyika's $67.2 million three-year development plan with a total of $10 million in loans.

Munich importers put on probation

Omnia K.G. Kraus, Weiss and Co., and Friederich Ziffer, both of Munich, Germany, have been placed under two years' probation for illegally reexporting to the Soviet Union some $26,000 worth of office composing machines, multiple typewriters and accessories received from the U.S.

The order was issued under a consent agreement by the Department of Commerce's Bureau of International Commerce. It followed a six-month suspension of all U.S. export privileges of the defendants which began last October 8.

During the period of probation, the defendants must comply fully with the provisions of the U.S. Export Control Act. Failure to comply may result in revocation of the probation without notice and denial of all export privileges for as long as 24 months.

Omnia K.G. Kraus, Weiss and Co. is described in the order as a limited partnership engaged in importing and exporting duplicating machines, office composing machines and accessories. Ziffer, silent partner in the firm and its sales manages, was said to have been primarily responsible for the violations.

Turkey gets $8 million for U.S. mining equipment

The Export-Import Bank has authorized an $8 million credit to Turkey for the purchase of U.S. copper mining and ore processing equipment.

The funds will be disbursed under a $7.5 million line of credit given by the Bank to Turkey in 1958 for development of Turkey's coal, lignite, copper, forestry, and steel resources.

The subject loan of $8 million will enable further development of the Ergani copper mines which have been utilizing sources of high grade ore. Included in the U.S. purchases are machinery and equipment for a crushing facility, a concentrator, a smelter, and engineering services. These additions to the Ergani mines will provide the capability to process low grade ore into blister copper. Total cost of the program is to be $12 million including local costs.

The Eximbank credit is to be repaid over a period of seven years commencing not later than 1967.

Honduras, Guatemala, Costa Rica move toward Central American Common Market

San Jose Protocol to be implemented; 95% of tariff items now under common external tariff; Nicaragua, El Salvador approval awaited

The Central American Common Market has moved another step closer to reality with the implementation of the San Jose Protocol to the Central American Convention on the Equalization of Import Duties and Charges.

This protocol, scheduled to go into effect April 20 for Honduras, Guatemala, and Costa Rica, brings to over 95% the number of tariff items to be governed by the Central American Common external tariff. At present, approximately 50% of the tariff classifications have a common external tariff.

After the April 20 date the vast majority of goods imported into these three countries from outside the common market will be levied the same duty. On a few items the duty will be equalized in a series of up to five annual stages, with countries increasing or decreasing duties as the case may be until a common duty is reached.

For more details . . .

Further information on articles appearing in this department, and on current foreign government trade and investment regulations, is available from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C., 20230, or as indicated in individual stories.

Necessary procedures completed

Implementation of the San Jose Protocol will take effect for the three named countries who have completed all necessary procedures for ratification and deposit of documents necessary for formal implementation of the Protocol. However, upon completion of these procedures, Nicaragua and El Salvador will also be included. In the cases where duties are being equalized in a series of stages the effective rate of duty will correspond to that stage which the three initial countries have reached.

The effect of implementation of the protocol will be to change the level of duties on many of the items now being imported into these three countries. Information as to the new rates of duty may be obtained from the American Republics Division, Office of International Regional Economics, Bureau of International Commerce, Washington, D.C., 20230.

South Africa relaxes import controls further

The following items have been deleted from the Restricted List and may now be imported on ordinary import permits as part of the further relaxation in import control for 1964 recently announced by the South African Minister of Economic Affairs. (See INTERNATIONAL COMMERCE, April 13, p. 22).

Foodstuffs: biscuits, cakes, puddings; extracts and essences for food or flavoring, including concentrated soup; gelatine; macaroni, spaghetti, vermicelli; onions; salt.

Carpets, Textiles, Clothing: carpeting in piece and carpet felt, not coated or impregnated; shawls; face cloths, scarves, hairbows, stoles; braces, suspenders, belts (not leather); embroidered or woven badges; shirt collars; and boot, shoe laces.

Metal Goods: chains, excluding transmission chains; milk cans, buckets; metal venetian blinds; hydraulic or electric lifts, including gates, metal doors; hydraulic lifting jacks; batteries, cells; water meters; wire rope.

Miscellaneous: Toothpaste; harness, saddlery; artificial flowers.

Syria extends grace period

The Syrian Ministry of Economy has extended the deadline to February 28, 1966, as the date on which all agents representing foreign companies or business concerns in Syria must be Syrian nationals residing in the country. The new ruling amends Article 5 of the 1959 law.

Import, export schedule announced for Iran

The new Iranian import and export regulations for the 1964-65 fiscal year continue to emphasize restriction on imports of luxury and non-essential commodities, the protection of domestic industries, and the encouragement of investments in new industries.

The most notable change is the abolition of the Government's sugar monopoly. Other significant changes include the granting of licenses for importing trucks of 9-ton capacity and up, refrigerated trucks of one-ton capacity or less, garbage and dump trucks, three-wheeled cycles for transport, aircoolers, material for necktie manufactures and waterproof outer garments. Special Government permission can now be obtained for limited imports of alcoholic beverages for tourist consumption. An added restriction in the new import program affects fertilizer, which previously could be imported freely but now is subject to Government control.

Items on which the Commercial Profits Tax has been raised include: motion pictures, milkpowder, certain varieties of soap and sheet glass. This tax is now uniform for body assembly and engine spare parts for all vehicles, which has the effect of making parts cheaper for small cars and more expensive for larger cars, busses and trucks. The Commercial Profits Tax was reduced on tea imports.

Peruvian Government gives additional tax benefits

A Peruvian Presidential Decree amends the Industrial Promotion Law of 1959 by stipulating that business enterprises operating in all sectors of the economy will henceforth be granted specified tax credits on reinvestment of their net profits in manufacturing activity and certain basic related facilities.

The law originally granted tax credits only where industrial enterprises reinvested profits in the same activity in which they were directly engaged.

Tax benefits on reinvested profits range from 30% to 100% for periods of 15 to 50 years, depending on the geographic location of the industry and its classification as a basic or non-basic activity. Stock dividends arising from the capitalization of reinvested profits are exonerated from the payment of income taxes within a five year period.

Japan liberalizes import controls on more items

Measures may help U.S. exporters of gas, antibiotics, television sets

Japan has liberalized import controls on the following items, effective from April 1:

Charcoal pig iron; steam boilers of 1,000 to 1,300 tons per hr.; steam turbines of from 200,000 to 400,000 kw.; electric generators from 200,000 to 400,000 kw.; color television sets; cathode ray tubes for color television sets; video tape recorders; kerosene and gasoline; liquid petroleum gas; lumps, powders and flakes of tantalum; tantalum carbonate; mixtures of metal carbonates which include tantalum carbonate; camphor; flax or ramie yarn (except for retail); compound penicillin, chloramphenicol or dedivatives of tetracycline; preparations of compound penicillin, chloramphenicol or derivatives of tetracycline; preparations of insulin; rush and other materials for matting.

These newly liberalized items appear to offer additional scope to U.S. exporters, especially in liquid petroleum gas, tantalum, antibiotics, color television sets and tubes.

Removal of these items from the Negative List reduces unliberalized items to 174 out of the total of 2,274 tariff items under the Brussels Tariff Nomenclature. The Negative List is expected to be considerably reduced by the end of this year.

Japan has substantially liberalized import controls over the past two years. Japan's assumption of Article VIII status under the International Monetary Fund carries with it the obligation to remove most remaining foreign exchange controls on imports. Despite these encouraging signs, Japan is expected to reserve a number of residual hard-core items that will continue to be subject to restrictive import controls.

Guatemala drops export taxes on essential oils

Export taxes have been rescinded by Guatemala on essential oils, such as lemongrass oil and citronella oil, and including all the items under the export tariff numbers 551-01 and 551-02.

The former tax was 10% on the excess received over the f.o.b. price of US$0.80 per lb. for lemongrass and 10% on the excess over the f.o.b. price of US$0.60 per lb. of citronella oil.

At the same time the export tax on cotton was reduced to US$0.20 per quintal (101.5 lb.) as compared with the former tax of 10% of the excess received over the f.o.b. price of US$20.00 per quintal.

Trade Council

The recently organized Danish-American Trade Council, Inc. makes Denmark the 4th Scandinavian country with a special organization to promote trade with the U.S. The mailing address is: Danish American Trade Council, Inc., Mr. Just Lunning, Chairman, c/o George Jensen, Inc., 667 Fifth Ave., New York, N.Y. 10022.

ECSC expects decline in coal from U.S.

U.S. coal exports to the European Coal and Steel Community are expected to decline by about 400,000 mt. during this quarter as compared to the same period last year. Total quarterly imports from the U.S. are expected to be close to the 5-million-ton mark.

In general, ECSC imports from all countries are expected to be 1 million tons less than imports for the same period last year, in large part the result of a much milder 1963-1964 winter.

Although internal demand is expected to be 3 million tons less than during the same quarter last year, real consumption is expected to remain at the same level as a result of movement of stocks. Total demand for coal is now strong due to steady industrial expansion, particularly the upswing in steel production.

Coal production in the European Coal and Steel Community will be 56.8 million mt. for the second quarter of 1964, 1.2 million tons over the second quarter of 1963 according to the High Authority Coal Forecast.

Federal law concerning cartels, similar enterprises goes into effect in Switzerland

Switzerland has enacted a law defining cartels as agreements, contracts or arrangements, not legally enforceable, which limit competition for certain goods and services by regulating production, purchasing or selling of goods or by fixing sale and resale prices and terms.

Organizations similar to cartels are defined as organizations which dominate or decisively influence the market for certain goods or services. They may consist of single enterprises, enterprises linked financially, or enterprises tacitly cooperating in dominating or influencing the market.

The law states that, with certain exceptions, it is unlawful to restrain competition by such means as sales embargo, black-listing for employment purposes or by price-cutting and price-discrimination.

It is legal, however, to limit free competition to assure fair competition; to establish reasonable technical or professional standards; to enforce cartel operations in foreign markets; and to protect the public interest.

However, these restraints of free competition must not be excessive. Measures designed exclusively to eliminate new competitors are not considered to be legitimate.

Court action permitted

Parties whose interests are threatened or jeopardized by unlawful restrictive practices may petition courts to establish the illegality of such practices and to demand their cessation. If the courts determine these practices to be illegal, injured parties may claim damages under Article 49 of the Swiss Code of Obligations. On request of the plaintiff the judge may also enjoin the cartel from discriminating against him, or order his admission into the cartel as a member, or associate member.

The law establishes certain rights for cartel members in their relationship with the cartel, particularly the conditions under which they may leave such organization.

The French text of the law and an unofficial English translation may be obtained from the Department of Commerce, Office of International Regional Economics, Washington, D.C., 20230.

Dominican income tax law amended

Government publishes new scale of rates; tax exemptions listed

The latest amendment to the Income Tax Law of the Dominican Republic became effective with passage of Law No. 152 signed and published by the Triumvirate of the Provisional Government.

The following are among the principal changes made in the previous income tax, Law No. 5911 of May 22, 1962, as subsequently amended by Law No. 6173 of January 30, 1963. The complementary tax which had been superimposed at all income levels had previously not been in excess of 40% of income over RD$40,000.01. (One Dominican peso equals US$1.00).

Tax exemptions, rates

The net result under the amended law is establishment of a new progressive scale of rates. The new law amends tax exemptions in the following manner:

1) Up to 5% of one's net taxable income.—Funds set aside as a reserve for payment of pensions and of severance pay, provided such monies were deposited in savings and loan associations.

2) Stock dividends and income from Government securities, provided such income is not derived from a mortgage or lien.

3) Up to 5% of one's taxable income.—Funds set aside in term deposits for a period of 5 years or more in Government banks or savings and loan associations.

4) Up to 5% of one's taxable income.—Donations made to the State, to autonomous institutions, charitable institutions, and where funds have been set aside to create scholarships, usable both locally and abroad, provided, however, that such scholarships will not benefit the families of the directors or shareholders with net taxable incomes in excess of RD$10,000.

The new law provides for the imposition of severe penalties against the submission of inaccurate returns, failure to file returns and failure to file on time.

Further information may be obtained from the American Republics Division, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230, where a copy of the law in Spanish is available on a loan basis upon request.

Hong Kong controls shipments to Indonesia

The Hong Kong Government now requires export licenses for all goods destined for Indonesia and has ceased granting licenses for shipment of arms and military equipment.

The embargo on military items affects exports, re-exports, transshipments and transit cargo. All purchasers desiring to export, re-export or tranship any cargo to Indonesia must obtain export licenses from the Hong Kong Department of Commerce and Industry. Transit cargo not offloaded at Hong Kong will be inspected by Revenue Officers of the Commerce and Industry Department.

A complete list of military items for which export licenses will not be issued may be obtained from the Far Eastern Division, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230.

Egg import duty set by Austria

The Austrian Government has introduced a flexible tariff rate on imports of shell eggs (tariff number 04.05A). The previous rate of AS (Austrian Schillings) 320 per 100 kilos was replaced by a new rate of AS 320 per 100 kilos plus the difference between the import price and AS 957 per 100 kilos, if the import price is lower than the latter figure.

The increased import duty must not exceed AS 960 per 100 kilos. This measure, taken under authority of the antidumping provisions of the Austrian Customs Tariff Law, replaces the embargo on all whole egg imports imposed during the period February 17-19. (1 AS = $.038)

UAR extends profit sharing to foreign firms' offices

Branch offices of foreign firms operating in the United Arab Republic must now distribute 25% of net profits to their employees.

All local UAR companies previously had been subject to profit sharing in accordance with Law No. 26 of 1954 (Companies Law). By Presidential decree No. 9 of 1964, these same regulations are now extended to the profits of firms located in the UAR, but which do not have the country as their principal place of business. The decree concerns only those profits derived from activity in the UAR.

Venezuela changes tariff classifications

Venezuelan tariff classifications have changed and duties raised substantially on safety glass, except safety glass for vehicles, electrodes of iron and aluminum, artists' and household paint brushes, and mineral water.

The new rates of duty, expressed in bolivares per kg., gross weight, (bolivar equals $0.22 cents U.S. currency) or percentage ad valorem, based on f.o.b. value, with former rates in parenthesis, are as follows:

a) Safety glass for doors and windows, with or without frames, and other unspecified types of safety glass, 1.00 + 25% (0.06 or 2.00);

b) electrodes of iron and aluminum, 1.00 (0.005);

c) artists' and household paint brushes, 8.00 (1.00 or 2.00);

d) mineral water of all types, 1.00 (0.14 or 0.40);

e) vehicles and vehicle bodies insulated for temperature control, 1.00 (0.09 to 1.00); and refrigeration equipment (except ice cream-making machinery), 0.40 (0.40 to 0.60).

Prior import licenses issued by the Venezuelan Ministry of Development are required on imports of safety glass for vehicles, refrigerators for soft drinks, showcases and freezers for meats and fish, refrigerators for fruits and vegetables, refrigerated showcases for florists and pastry shops, refrigeration vaults, assembled or not, and with or without their refrigeration units, and water coolers. All other industrial refrigeration equipment is free from licensing requirements.

EEC-standard canned peas introduced in Germany

Canned peas labeled according to EEC standards are now being sold in Germany. These standards are not mandatory yet and do not supersede the customary national standards and labeling. They reportedly are based on an agreement of the canning industries of the member states. Shelling peas and wrinkled (marrow) peas, with five categories for each type, are covered by the standards.

Additional information concerning the specific regulations for these various categories is available from the European Division, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230.

German manufacturers offer, seek licenses for building equipment

U.S. Trade Mission to Germany reports offers of licenses to produce supplies for U.S. market

German manufacturers seek U.S. licensees to produce roofing materials, air powered boring machines, hydraulic pumping equipment for concrete, phenolic resin insulating board, plaster and mortar mixing machinery, and several different types of cranes for the U.S. market.

Licenses are sought for manufacture in Germany of industrial chemicals, paving and roofing materials, plastic products, heating equipment, construction equipment, railroad equipment, and air-purifying equipment.

Additional information, when available, and the identities of the German manufacturers offering licenses for U.S. production may be obtained from the Bureau of International Commerce, Office of International Investment, Department of Commerce, Washington, D.C. by referring to the file number following each opportunity.

Licenses offered

Manufacturer of roofing materials interested in obtaining U.S. licensee to produce its PVC roofing material primarily for industrial use. Firm also offers license for U.S. production of its PVC liner suitable for lining metal storage tanks to prevent corrosion. **File 1223.**

License offered for production of tower cranes, concrete mixers, block making machinery, equipment. One of firm's concrete mixers is automatic heavy-duty type which is small, compact. Designed as a one axle trailer mixer, it has pneumatic tires and four retractable stabilizing jacks ensuring stable operation on location. Arrangement of buckets in mixing drum is patented and calculated for thorough mixing action and rapid discharge within a minimum time. Drum is powered by special electric gear motor controlled by push buttons neatly arranged on switch panel. **File 1224.**

Manufacturer of construction machinery, hydraulic equipment offers manufacturing rights under license for air-powered boring machine capable of penetrating depths of 330 ft. Ramming device is retracted by means of hydraulic hoist. Machine can be mounted on two-wheel trailer or flat bed truck. **File 1225.**

Firm specializing in hydraulic pumping equipment for concrete wants to license U.S. firm to produce its products for U.S. market. U.S. firm must be able to service equipment on nationwide basis. **File 1226.**

Manufacturer of complete line of climbing and tower cranes for building industry seeks U.S. firm to produce its equipment under license. **File 1227.**

American licensee sought for production of phenolic resin insulating board. Roof insulating board with ventilative effects reported to have distinctive features such as foolproof method of producing reliable network of unbroken ventilation ports. U.S. patent has been applied for this roofing material that offers ventilation, vapor sealing, thermal insulation, weatherproofing all in one operation. **File 1228.**

Manufacturer of rotary tower cranes offers license for U.S. production of its cranes. Firm reports outstanding technical features of cranes makes possible use of cranes to erect all conventional building superstructures up to a maximum height of 425 ft. On its longest radius of 98 ft., the crane has a lifting power of over 3,000 lb. Some features of rotary tower cranes are simple and sturdy construction, remote control, telescopic slewing mast, convenient size for road transport, easy, quick assembling. Manufacturer has more than 60 yrs. experience in crane construction. **File 1229.**

Manufacturer specializing in plaster, mortar mixing machinery material handling equipment including small hydraulically-operated shovels interested in licensing U.S. manufacturer to produce its machinery. Also interested in being licensed to produce U.S. construction equipment for German market. **File 1230.**

LICENSES SOUGHT

151 Concrete construction

Construction firm wants to be licensed for use of lift slab multi-story concrete building construction. Ingenieurbau Josef Moebius GmbH, Altonaer Bahnhofstrasse 78, Hamburg-Altona.

281 Industrial chemicals

Manufacturer of chemicals for building, textile industries interested in licensing agreement to produce chemical auxiliaries for use in cement, concrete, asphalt road paving materials. Bayosan-Werk GmbH, Sigmundstrasse 58, 8500 Nuernberg.

295 Paving, roofing materials

Roofing materials manufacturer seeks license to make bituminous roofing, paving materials, new sealants used in roof and road construction. VEDAG—Vereinigte Dachpappen Fabriken AG, Boschetsriederstr. 129, Munich.

307 Plastic products

Manufacturer of plastic products for building industry wants license to produce U.S. plastic items with particular interest in newly developed plastic products for building trade. Dyna-Plastik-Werk GmbH, Bergisch Gladbach (Koeln).

343 Heating equipment

Designer, manufacturer of chemical and mechanical equipment desires license from U.S. firm for production of oil, gas burners and low and high pressure boilers. Pintsch Bamag AG, 1 Berlin 21.

353 Construction equipment

License sought to manufacture mobile (wheel) hydraulic-powered shovels with ½ to 2 cu. m. capacity, other heavy equipment such as graders, scrapers. Fritz Jahn-Baumaschinen, 50 Stendelweg, Berlin 19.

355 Railroad equipment

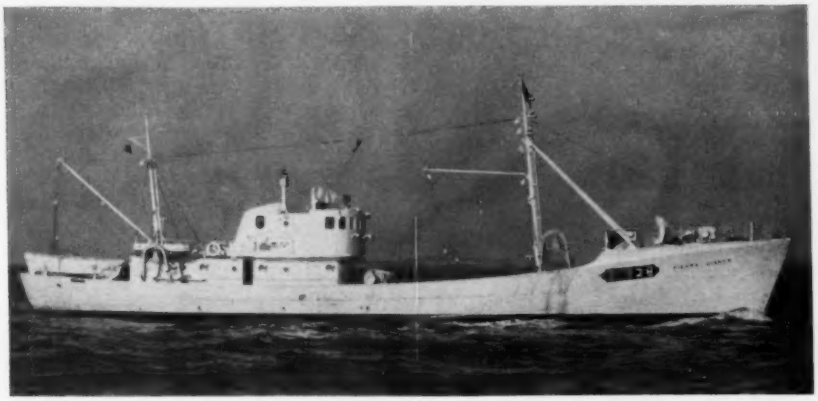
Manufacturer of diversified industrial products seeks license to make machinery for construction, repair, maintenance of railway beds. Firm also interested in manufacturing rights for new equipment for alignment of railroad tracks. Fried. Krupp Maschinenfabriken Essen, 103 Altendorferstr, Essen.

356 Air purifying equipment

Seeks license to manufacture air cleaning, purifying equipment, materials such as filters. Interest is in equipment for large scale use in purifying air for cities, industry smokestacks, factories. Heinrich Wassermann Bauunternehmung, Ossendorferstr. 308, Koeln.

LICENSE REQUESTED

Supreme Metal Works, (Pty), Ltd., P.O. box 82, Industria, South Africa, seeks license to manufacture thermit for welding of rails and other steel parts.



INVESTMENT BAIT is being extended to U.S. manufacturers by a Congolese fishing firm which wishes to acquire 3 trawlers like the one above to add to its fleet of 9. All operate out of Ango Ango.

Congolese deep-sea fishing firm hopes to expand with U.S. financial assistance

U.S. participation sought to finance cargo handling, refrigeration equipment, canning, fish meal factories; project deemed excellent for long-term returns

A Congolese deep-sea fishing firm, wholly-owned subsidiary of a Belgian company with head office in Brussels, would like U.S. participation in expanding its present annual production of 10,000 metric tons of fresh fish to an eventual 35,000 metric tons.

The firm presently runs a fleet of nine trawlers, rented from the parent company, out of Ango Ango near Matadi and ships frozen and iced fish to the lower Congo, Leopoldville, and to Congo River ports Stanleyville and Port-Franqui.

Program needs

Expansion of this operation would involve:

1) the acquisition of three trawlers;
2) the acquisition of five "purse seiners";
3) construction of refrigeration plants at Banana and Ango Ango;
4) construction of canning and fish meal factories at Banana;
5) construction and enlargement of dock facilities at Banana and Ango Ango;
6) purchase and construction of refrigerator rail cars and river barges; and
7) construction of housing for personnel.

The total investment anticipated would be $4.6 million in foreign exchange and 43,125,000 Congolese francs ($660,000).

Financing terms

The firm seeks U.S. participation to finance cargo handling equipment, canning and fish meal factories, and refrigeration equipment. If the "purse seiners" could also be supplied from the U.S., an additional $250,000 would be required. In addition to any U.S. participation, financing would come from European sources, of which $2.3 million would come from the parent company in the form of increased capital.

The Office of International Investment calls this an excellent investment opportunity of interest to potential American investors, but warns investors that only long term possibilities for a return on their investment exist because of restrictions obtaining at the present time in the Congo against capital transfers.

For further information, write the Bureau of International Commerce, Office of International Investment, File 1-0912-2-G, Department of Commerce, Washington, D.C., 20230 (Telephone: Area Code 202, WOrth 7-2295).

Indian firm wants U.S. collaboration

An Indian company with a paid-in capital equivalent to $1 million engaged in the manufacture of calcined petroleum coke and calcined anthracite coal on a large scale wants to interest an U.S. firm either in supplying technical know-how or entering into a joint venture for the manufacture of carbon blocks and contact brushes in India.

The proposal involves the formation of a company with an authorized capital of 10 million rupees ($2.1 million) and paid-in capital of 2.5 million rupees ($505,000). Promoters of the company, who have been granted the requisite industrial license by the Indian Government, would hold 51% of the capital stock. The balance would be offered to the public unless it were subscribed by the U.S. firm collaborating in the venture.

The proposed plant would have an installed capacity to produce 500 lb. of carbon blocks and 200 lb. of metal graphite blocks a day. The company estimates that India's current demand for carbon blocks amounts to about 2,000 lb. a day; current production is about 100 lb. a day, the country's requirements being met mainly by imports.

For further information, interested U.S. companies should write the Bureau of International Commerce, Office of International Investment, File 4-3624-1-H, Department of Commerce, Washington, D.C., 20230.

FIRM SEEKS LICENSE

License sought to manufacture cold rolling mils, draw benches, quality control equipment for hot and cold rolling installations, pickling, plating additives for cold rolled strips, rotary vacuum drum filters, and ozone generators using resin medium.

B. Thornton Ltd., 20 Grosvenor Pl., London S.W.1, England.

U.S. PROPRIETARY MEDICINES

Manufacturer of vegetable laxative, and preparation for gastric troubles wants to make U.S. proprietary medicines under license. Roha-Werk Walter Buehner & Co., 119 Rockwinkler Heerstrasse, Bremen-Oberneuland, Germany.

Buenos Aires firm seeks joint venture

U.S. know-how requested for local manufacture of dishwashers

A Buenos Aires manufacturing firm wishes to enter into a joint venture with a U.S. firm for the local manufacture of automatic institutional dishwashers and potato-peeling machines.

A capital investment of up to $50,000 is estimated as required by the firm. Ideally, the U.S. investor would be a manufacturer of this type of equipment in a position to provide production models, patent rights, technical know-how and perhaps production machinery.

This investment opportunity might be of particular interest to U.S. manufacturers who wish to dispose of dies for discontinued models, utilizing such dies and their patent rights as part of their capital contribution.

The Argentine firm's chief contributions to the proposed joint venture would be a machine shop and an established clientele. It is capitalized at two million pesos, approximately $15,000 at the present exchange rate. Thus, if U.S. investor subscribes the full $50,000, the U.S. interest will hold majority ownership of the proposed corporation. The Argentine firm does not object to such outside control.

The firm presently produces institutional equipment on order. It estimates the Argentine market for automatic institutional dishwashers at 150 annually, with good prospects for growth. The firm's current model is priced at approximately $1,500 per unit, which includes a 25% profit.

Sales of institutional dish-washing and sterilizing equipment in Argentina will undoubtedly increase from the present very modest level. An important factor is the increasing number of U.S. cafeterias being established in the country's principal urban centers.

For further information write to Damonte S.R.L., Carhue 1374, Buenos Aires, Argentina.

GERMAN WANTS ADDITIVES

License sought to manufacture additives for surface treating of metals, such as degreasing, pickling, bonderizing, anodizing, chrome plating, coating of metals. Georg M. Langer & Co., 6 Bevenser Strasse, Bremen 17, Germany.

PAINT MANUFACTURING

Paint manufacturer seeks U.S. license for novel, special paints, varnishes, corrosion inhibitors primarily for ships. Write C.H. Voigt, Gelsenkirchener Strasse (P.O. box 49), Bremen, Germany.

TELEPHONE SYSTEMS SOUGHT

License sought for manufacture of push button and automatic telephone equipment, private automatic branch exchanges, loud speaking telephones, radio paging systems.

Ericsson Telephones, (Australia) Pty., Ltd., 13-17 Botany St., Redfern, N.S.W., Australia.

EQUIPMENT PRODUCTION

License wanted to produce injection pumps for diesel motors, gas pumps used in automotive, naval, aeronautical industries; equipment, accessories used in precision machine tool industry; parts for use on pumps, valves, pistons for hydraulic, compressed air equipment. Compagnie des Metaux d'Overpelt-Lommel et de Corphalie, Overpelt, Belgium.

LICENSE ASKED

Manufacturer of mine cars interested in license to produce air purifying and dust removing equipment for industrial, commercial uses and material handling equipment to be used for modernization of factory facilities.

Victor Halstrick KG, 144-150 Bahnhofstrasse, Postfach 409, 469 Herne, Germany.

Investment guarantee issued to U.S. firm in Honduras

The Agency for International Development has insured the Standard Fruit Company's Honduras Division against loss by expropriation of $1,800,000 worth of new equipment and facilities.

The Alliance for Progress action is part of AID's effort to encourage private investment by U.S. firms in Latin American countries as well as in other developing nations.

The investment consists of 11 new diesel electric locomotives, including spare parts; new maintenance machinery and shop facilities to service the locomotives, and new housing required for the diesel train crews and other operating personnel.

The insurance is in the form of a 20-year investment guaranty issued to the company's headquarters in New Orleans by AID's Office of Development Finance and Private Enterprise. Under its terms the company will pay AID a premium of $9,000 (.5%) per year, and AID will reimburse the company up to the full amount of the contract for any loss it may sustain due to expropriation of the property involved.

LABEL PRINTING MACHINERY

Label printing machinery manufacturer desires license to make medium-sized U.S. label printing machines.

Write to Phaenomen-Apparatebau, G.u.W. Leihe, 10 Erfer Strasse, 565 Solingen-Hoehscheid, Germany.

Asbestos market grows in Ivory Coast

A relatively small but growing market in the Ivory Coast for asbestos—cement sheets and pipe, coupled with export potential, should profitably sustain a plant for local production of this material, according to a preinvestment survey made by the Planning Office, Ivory Coast Government.

All requirements for asbestos-cement sheet and pipes at present, which are currently running at the rate of around 7000 mt. a year, are met by imports and prices are correspondingly high ($2.25 for a sheet measuring 1.52 meters x 0.92 meters, weighing 19.7 kg.; $3.16 per meter for asbestos-cement water pipe).

By 1970, consumption is expected to reach between 12,000 and 14,000 mt. a year. Cost of a plant with adequate capacity is estimated at $1.2 million, of which $200,000 would be for construction. Private African capital is extremely limited, but there is a local association of building contractors who conceivably might be interested in some kind of limited participation. Also, an industrial development bank is in the process of formation which could, in due course, be a source of local financing.

U.S. manufacturers of asbestos-cement products interested in this investment opportunity may obtain further information by writing (preferably in French) to Service des Investissements Privés, Administration du Plan, Ministère des Finances, des Affaires Economiques et du Plan, B.P. 649, Abidjan, Ivory Coast.

Power station equipment requested by Pakistan; bid documents released

The Karachi Electric Supply Corp., Ltd., of Pakistan, through its consulting engineers, The Kuljian Corp., Philadelphia, Pennsylvania, are releasing bidding documents requesting sealed proposals for the supply and delivery of construction equipment for the 132,000 KW Korangi Thermal Power Station, 2-66 MW units installation, Kuljian Job K-2300, Phase 7, to be purchased in the United States for shipment to the Port of Karachi.

A loan agreement No. 391-H-042 (AID 21) has been signed with the Agency for International Development for financial assistance on this project. The proposed equipment involves the supply and delivery, f.a.s. vessel a U.S. East Coast port of the following:

Diesel crawler tractor, 52 draw bar h.p. with towing winch attachment; bid documents available April 20, bids due May 11; four-wheel drive station wagon, documents available April 27, bids due May 19; room air conditioners, 5,000 b.t.u., documents available April 27, bids due May 18; material hoist and tower equipment, 1½ ton, capacity, 40" high, documents available May 1, bids due May 25; steel scaffold, about 5,000 feet, documents available May 1, bids due May 25.

Each bidder shall qualify his proposal in that the equipment quoted shall have been thoroughly proven in construction service under conditions similar to those that will prevail in the proposed project. No proposal will be considered unless the equipment is manufactured by a company who has had at least five years previous experience in the design and manufacture of equipment of comparable type, capacity and operating conditions or stocking port representative in Pakistan.

Bidder must be a manufacturer or authorized sales agent of a manufacturer. Each bid must state the manufacturers' name and contain a list of installations where equipment has been applied.

A $20 deposit in the form of a certified check is to be drawn to the Kuljian Corporation with satisfactory evidence of agency for the equipment to be offered. Deposit will be refunded on condition that bidder is qualified. Bidder must submit a complete bid in accordance with instructions.

Bid documents may be obtained from Mr. George W. Bond, Purchasing Agent, Karachi Electric Supply Corp., Ltd., c/o The Kuljian Corp., 1200 North Broad St., Philadelphia, Pennsylvania. SBC-186.

Mobile microwave equipment, trucks, generators wanted

The Purchasing and Contracting Office, ACE Communications Electronics Equipment, has issued Bid Number: 63-8, calling for mobile microwave equipment operating in the 4400 to 5000 MC frequency range, conforming to CCIR recommendations.

Wanted are 6 each of terminal stations, through repeater stations, and repeater stations with drop-off and insert facilities. Also required are 3-ton 4x4 trucks to carry the removable radio shelters, and to tow the trailers with the 2 10-KVA diesel generators, also being procured in this tender.

Partial bids for the trucks and/or the diesel generators shall be accepted and will be evaluated. Contractors who offer the complete package may be required to evaluate and requote their bid based on a substitution of trucks and/or generators selected by SHAPE.

Bid deadline is June 25.

Copies of the bid documents may be obtained from ACE P&C Officer, Cande Div. (Material) SHAPE, Paris; borrowed by firms located in the U.S. from the Electronics Division, BDSA-308, Room 4117, Department of Commerce, Washington, D.C. 20230. Telephone: 202 967-4036.

Colombia asks bids for pumping equipment, purification plant

The City of Cartagena requests bids for pumping equipment consisting of 23 pumps of various sizes, pipe, chlorinators, and associated equipment for a sanitary sewer system. Bidder is to supply equipment and supervise its installation.

Although bid deadline is May 22, the documents recommend that bids be sent in at least two weeks before this date in order to avoid any misunderstanding. Inquiries should be sent to: Sección Técnica, Empresas Publicas Municipales, Apartado Aereo # 31 Cartagena, Colombia.

Bids are also called for to supply and install equipment for a new potable water purification plant for the City of Cartagena. Equipment includes chemical feeders, chemical mixers, flocculators, filter controls, measuring equipment, chlorinators, and other water treatment equipment.

Specifications are available for review in the Water Industries and Engineering Services Division, BDSA, Rm. 4111, U.S. Department of Commerce, Washington, D.C.

SHAPE seeks steel desks

The Supreme Headquarters Allied Powers Europe has issued an invitation to bid for up to 100 double pedestal steel desks to be delivered over a 12-month period, renewable from year to year for two additional 12-month periods.

Notice of Intent describes the desk as follows: "Flat top, single, steel, double pedestal, 2 drawers located in right pedestal, with bottom drawer to be the height of a double drawer, 3 drawers located in left pedestal, 1 drawer located in top center, 1 sliding shelf located in the top of each pedestal, SHAPE grey linoleum composition top with metal back panel between the pedestals and suitable base or feet for each pedestal. Dimensions: 150 cm long, 75 cm wide, 76-77 cm high."

Copies of the Invitation to Bid and Instruction to Bidders may be obtained by writing to BDSA's Trade Opportunities Staff, U.S. Department of Commerce, Washington, D.C. 20230, or calling the Staff at WO 7-4674 (area code 202).

Greece plans to buy equipment, spare parts for telecommunications

The Hellenic Telecommunications Organization, Ltd., (OTE), is expected to purchase about $12.7 million of telecommunications equipment this year. Equipment includes telephone exchanges, teletypewriters, microwave links, point-to-point radio transmitters and receivers, cables, telephone hardware and spare parts.

A list of major items to be purchased can be obtained from the Communications Industries Division, Business and Defense Services Administration, Room 4805, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4823.

UAR firm wants laboratory, motion picture equipment

The General Company for Cinema Studios, c/o Studio Misr, Pyramids Rd., Giza, U.A.R., is interested in receiving proposals on motion picture studio and laboratory equipment for a new Cinema City in Cairo.

The complex is to include nine shooting stages of various sizes, two sound stages and related recording rooms, one large laboratory, an animation and cartoon studio, a factory for manufacturing black and white film stock, a possible technicolor plant, executive offices, and a residential area. All new equipment, at an estimated expenditure of $2.9 million, will be purchased.

A breakdown of the various areas of the proposed Cinema City is available on a loan basis from the Trade Opportunities Staff, BDSA-111, Rm. 4203, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4675.

UAR extends bid deadline

The General Organization for Executing the Five Year Industrial Plan, 6 Khalil Agha Street, Garden City, Cairo has extended the bid deadline on Tender No. 21/64 from April 6 to June 6.

A copy of the tender for supply, erection, and start-up of this complete air separation plant is available on a short-term loan basis to firms located in the United States from the GIEC Division, BDSA-323, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-5589.

Mexican firm seeks translation rights, bookbinding machinery

A Mexican publisher is interested in purchasing bookbinding machinery and in acquiring translation rights for technical books on business administration and allied subjects. Offers or inquiries may be directed to Editorial Sistema, Attn. Pedro Latre, Aptdo. Postal 20414, Ave. Revolucion 1387, Mexico 20, D.F. WTD 3/11/64.

IC to drop AID export trade leads; available elsewhere

U.S. firms can request direct mailing of data from AID

After next week's issue *International Commerce* will stop publishing export opportunities financed through Agency for International Development (AID) loans and grants. These export leads have been indicated by the ■ symbol in the Trade Opportunity Section of the magazine.

The information, however, will be mailed weekly to any U.S. firm requesting it. This AID procurement information is also available from all U.S. Department of Commerce field offices, Small Business Administration field offices, and is published in the Commerce Department's *Commerce Business Daily*.

The AID Office of Small Business publishes information on procurement financed by the Agency for International Development. Subscribers may receive any or all of the following releases, without charge:

1. *SMALL BUSINESS CIRCULARS* Containing procurement data concerning specific proposed purchases. Commodities are broken down into 21 groups, enabling firms to select the commodity group(s) of interest to them. Encircle group(s) desired on the form provided. (Only firms desiring information on all commodities—every Circular issued—should encircle number 22).
2. *SMALL BUSINESS MEMOS* Containing trade and general information of value concerning AID procurement. No bid deadlines are involved. Firms wishing these releases *only* should encircle number 23 on the form. All recipients of Small Business Circulars receive Small Business Memos automatically.

U.S. businessmen may have their names placed on the mailing list to receive Small Business Circulars and Small Business Memos automatically, by completing the coupon in the adjoining column.

The form lists the numbers assigned to the mailing lists for the various commodities, as well as their AID code numbers. Please circle the group numbers of particular interest to your firm.

To:	From—Name of Company (Please type or print)
DEPARTMENT OF STATE **AGENCY FOR INTERNATIONAL DEVELOPMENT** OFFICE OF SMALL BUSINESS Washington, D. C. 20523	Attention (if desired) Street City State Zip Code
MAILING LIST REQUEST	Authorized Signature

Please fill in above address information completely, including zip code number which can be obtained from your local U.S. Post Office. This will expedite delivery of your Small Business Circulars.

NOTE: Our address plates are limited to 24 spaces on each of 4 lines. Your cooperation in abbreviating where necessary, in order to fit within these limitations, will be appreciated.

Please circle below only the commodity group number covering commodities about which information is desired.

Group No.	Commodities Included	A.I.D. Codes
1	Farm Food & Feed Products; Fats & Oils; Animals for Slaughter; Tobacco	010 thru 160
2	Raw Cotton; Linters; Rags and Waste; Unmanufactured Wool; Animal & Vegetable Fibres; Miscellaneous Inedible Animal & Vegetable Products; Animals for Draft & Breeding; Fibre Products except Fabrics; Hides & Skins	170 thru 211; 400 thru 470
3	Fertilizer; Pesticides; Alcohol; Naval Stores; DDT	215 thru 237
4	Chemicals; Unfinished or Semifinished Plastics; Paints; Soap & Toilet Preparations; Coal Tar Dyestuffs	390 thru 393
5	Pharmaceuticals, Drugs & Medicinal Preparations	370
6	Textiles; Textile Products; Cord, Rope & Twine; Leather & Leather Products; Wearing Apparel	480; 543; 550
7	Lumber & Saw Mill Products; Pulp, Paper & Paper Products; Cork & Cork Products	570; 591; 592; 8904
8	Coal & Related Fuels; Oil & Petroleum Products; Crude Oil	610; 624
9	Non-metallic Minerals & Products; Non-ferrous Ores & Products	640; 650; 690
10	Iron & Steel Mill Products; Misc. Iron & Steel Manufactures; Iron Ore & Concentrates; Ferrous Scrap	651 thru 680
11	Generators & Motors; Electrical Apparatus; Radio & Electronic Equipment except Computers	710; 720
12	Steam Engines, Turbines & Boilers; Internal Combustion Engines	730
13	Construction, Mining & Conveying Equipment; Track-laying Tractors & Wheel Tractors & Parts; Specialized Oil Well-Drilling Equipment	740; 741; 833; 835
14	Machine Tools & Metal Working Machinery and Parts	750; 760
15	Agricultural Equipment, except Tractors	770
16	Industrial Machinery, Office Machines, including Computers and Parts	705; 760; 778 thru 780
17	Motor Vehicles, Engines and Parts; Misc. Vehicles, Parts, Accessories, Trailers and Servicing Equipment, including Military	820; 822
18	Aircraft, Parts, Accessories and Ground Handling Equipment; Railroad Transportation Equipment & Parts; Passenger & Cargo Vessels & Equipment	840; 850; 858
19	Scientific, Photographic and Professional Instruments, Apparatus and Supplies; Manufactured Plastic Products; Printed Matter; Misc. Commodities (not elsewhere classified)	880 thru 890; 899
20	Rubber and Rubber Products	891
21	Small Arms, Ammunition and Parts; Misc. Military-Type Fabricated Equipment	897; 898
22	All Circulars for All Groups	
23	Small Business Memos Only	

Syria requests film catalogs

Film catalogs of short documentary, educational and technical films are being requested for the "Public Institution for the Cinema," an autonomous body which was created in November 1963 by the Syrian Government.

The Institution will be the central clearing house for imported films which will be used by the Syrian government in its Ministries and other government bodies, and be shown in commercial theaters. A sizeable library is to be acquired of short documentaries, educational and some feature-length films. All sales or rentals will be made to the Institution.

Catalogs should be sent to: The Public Institution for the Cinema, Damascus, Syrian Arab Republic.

Dry dock equipment bids asked by East Pakistan

The Chief Purchase Officer, East Pakistan Industrial Development Corp., EPIDC House, Motijheel, Dacca 2, East Pakistan, has issued Tender No. PD-IV/6332/1846, bid deadline May 20, for machinery and equipment to supply a dry dock.

Equipment is needed to supply: plate and forging shop; fitting, sheet metal, and pipe shop; hot galvanizing shop; apprentice workshop; repair shop; woodworking shop and miscellaneous equipment such as first aid and fire station equipment, and electrical equipment.

A copy of the tender is available on loan to firms located in the U.S. from the Metalworking Equipment Division, BDSA 324, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-5652.

Prefabricated bungalows sought by Nigerian firm

A Nigerian firm, Nigergulf (Elias Aboud & Sons), 62 Balogun St., Lagos, is planning to build 400 low-priced prefabricated dwelling bungalows on 25 acres of land in Suru-Lere, Lagos, and would like to receive proposals from contractors.

Estimated price range per bungalow is $1,692-$2,256; each to contain two bedrooms, one living room, kitchen, bath room.

A photograph indicating the general style of the contemplated buildings is available on a loan basis from the Trade Opportunities Staff, BDSA-111, Rm. 4203, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4675. WTD 3/26/63.

Tender issued by Burma for electrical equipment

The People's Stores Corporation, c/o Chief of Economic Division, Foreign Office, Prome Road, Rangoon, has issued tender No. 22-FL (Electrical) (63-64), with a deadline of April 27, for (75) ½ kw, (150) 3-5 kw, (150) 6-10 kw, d.c. generators, compound wound with pulley for belt drive 110-volt with accessories and 2,500-volt meters and 1,500 ammeters.

A copy of the tender is available for loan from the Power and Electrical Equipment Division, Room 4124, BDSA-325, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4242.

Pakistan issues tender for track maintenance equipment

The Government of West Pakistan, Railway Board, Lahore, has issued Tender No. PR-1/64/I/TR/I, with deadline of May 18, for track maintenance equipment comprising production and ballast tamping machines, track recording and inspection trolleys, gang railcars, mobile and stationary crushing plants and rock drills.

Documents may be obtained from the Office of the Pakistan Western Railway, Lahore, on non-refundable payment of $8.40.

One copy of the tender is available for study at the Consulate General of Pakistan, 12 East 65th St., New York, N.Y. Telephone: 202-WO 7-4816.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

■ indicates tenders invited by foreign recipients under Agency for International Development (AID) loans and grants A star (★) following indicates that additional information is available from the Trade Opportunities Staff, Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230, Room 4203, Telephone: 202-WO 7-4675.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing Commodity Export Promotion Staff, BDSA-111, Department of Commerce, The I.R. (interview report) number is requested in correspondence. NCIA following indicates no commercial information available.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

012 Tree Nut Farms

SOUTH AFRICA—Pecan nuts, shelled and unshelled. Patlansky Bros. & Patley (Pty.) Ltd. (importer, distributor), P.O. Box 378, Johannesburg. WTD 3/24/64.

019 Commercial Farms

★★ VENEZUELA—Trade Mission

Firm seeks to import oriental birds, flowers, gold fish, pheasants; food for animals. Adica, Edif. Seguros Venezuela, 1er. Piso Valencia. NCIA. I.R. 134.

195 Small Arms

SWEDEN—Sporting rifles, shotguns. Halmstads Järnvaru AB (importer), Halmstad. WTD 4/5/63.

200 Food

★★ VENEZUELA—Trade Mission

Wholesaler wants to represent lines of canned foods, also condiments. Commercial "Clorinda", Calle Vargas Norte 30, Maracay. NCIA. I.R. 149.

201 Meat Products

MALTA—25 tons fully smoked streaky cuts bacon, lean, boneless, flangeless; luncheon meat, canned picnic ham, corned beef. A. C. Wismayer & Co. Ltd. (importer, exporter), 62 Old Bakery St., Valletta. WTD 2/25/64.

203 Canning, Preserving Foods

FRANCE—Canned fish, fruit, vegetables, fruit juices, other foods. Direct purchase and agency. Société Francaise de Commission & d'approvisionnements (dealer, commission merchant), 7 Place d'Iéna, Paris 16. WTD 3/19/64.

Alaska crab in cans. Requests replies directly from canners. Direct purchase and agency. Jacques Rameil & Cie. (dealer), 46 rue Vital, Paris 16. WTD 3/17/64.

Frozen fish products. Ets. Auguste Descostes (dealer), B.P. 97/3, Boulogne-sur-Mer (pas-de-Calais).

GERMANY—Canned foods, various types; especially canned fruits. Direct purchase or exclusive agency. Trias G.m.b.H. (importer, wholesaler, exporter), 29 Buntentorsteinweg, Bremen.

204 Grain Mill Products

GERMANY—Feed for livestock. Direct purchase or agency. Plump & Heye (importer, sales agent), 1 I. Schlachtpforte, Bremen.

NIGERIA—Long grain white rice. Requests quotations c.i.f. Lagos. Ike-Ige Stores (importer, wholesaler, retailer), 58 Palm Church St., P.O. Box 1158, Lagos. WTD 12/20/63.

SPECIAL TRADE LEADS

The following special trade leads are published "blind," but any U.S. businessman may obtain the name and address of the overseas firm making the offer by contacting the nearest Department of Commerce Regional Field Office, or by telephoning the Trade Opportunities Staff, Business and Defense Services Administration, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-Worth 7-4675.)

Field office addresses and telephone numbers will be found on this page.

AUSTRALIA—Paradichlorbenzene for manufacture of deodorant blocks, 50-75 tons per year, in about 10 ton lots. Direct purchase. TT-161.

Nutritional or veterinary products applicable to dairy, stud cattle, poultry industries. Agency. TT-162.

Machine tools to make automobile springs, leaf, coil. Direct purchase. TT-163.

Tandem and single drive late model used trucks, prefer White, Mack, International makes. Direct purchase. TT-164.

HONDURAS—Two small portable used saw mills, for diesel engine drive, but without engines. Direct purchase. TT-165.

NETHERLANDS—All types of leather goods, e.g. brief cases, wallets, suitcases, ladies handbags, shaving kits. Exclusive agency. TT-166.

Oil-gas combination burners to be used on boilers. Requests replies from manufacturers only. Direct purchase. TT-167.

NEW ZEALAND—Color woven cotton and man-made fiber (including cotton and dacron mixtures) piece goods in novel and different lines for ladies' piece goods trade. Agency. TT-168.

NORWAY—Synthetic yarns, staple fibers for weaving and spinning mills. Agency. TT-169.

Incinerators for city garbage disposal; requests replies from manufacturers only. Agency. TT-170.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Phone: 247-0311.

ANCHORAGE, ALASKA, 99501, Rm. 306, Loussac-Sogn Building. Phone: BR 2-9611.

ATLANTA, GA., 30303, 75 Forsyth St., N.W. Phone: JAckson 2-4121.

BIRMINGHAM, ALA., 35203, Title Bldg., 2030 Third Ave., North. Phone: 323-8011.

BOSTON, MASS., 02110, Room 230, 80 Federal St. Phone: CApitol 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Phone: TL 3-4216.

CHARLESTON, S. C., 29401, Suite 201, Marcus Bldg., 6 Broad St. Phone: 722-6551.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Phone: 343-6196.

CHEYENNE, WYO., 82001, 207 Majestic Bldg., 16th & Capitol Ave. Phone: 634-2731.

CHICAGO, ILL., 60606, Room 1302, 226 W. Jackson Blvd. Phone: 828-4400.

CINCINNATI, OHIO, 45202, 809 Fifth Third Bank Bldg., 36 E. Fourth St. Phone: 381-2200.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Phone: Riverside 9-3287.

DENVER, COLO., 80202, 142 New Custom House, 19th & Stout St. Phone: 536-4151.

DETROIT, MICH., 48226, 445 Federal Bldg. Phone: 226-6088.

GREENSBORO, N. C., 27402, Room 407, U.S. Post Office Bldg. Phone: 273-8234.

HARTFORD, CONN., 06103, 18 Asylum St. Phone: 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 56831.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Phone: CA 8-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Bldg., 204 Laura St. Phone: ELgin 4-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Phone: BAltimore 1-7000.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Phone: 688-2830.

MEMPHIS, TENN., 38103, 345 Federal Office Bldg., 167 N. Main St. Phone: 534-3214.

MIAMI, FLA., 33132, 408 Ainsley Bldg., 14 N. E. First Ave. Phone: FRanklin 7-2581.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone: BR 2-8600.

MINNEAPOLIS, MINN., 55401, Room 304, Federal Bldg., 110 S. Fourth St. Phone: 334-2133.

NEW ORLEANS, LA., 70130, 1508 Masonic Temple Bldg., 333 St. Charles Ave. Phone: 527-6546.

NEW YORK, N.Y., 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Phone: WAlnut 3-2400.

PHOENIX, ARIZ., 85025, New Federal Bldg., 230 N. First Ave. Phone: 261-3285.

PITTSBURGH, PA., 15222, 1030 Park Bldg., 355 Fifth Ave. Phone: 471-0800.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S. W. Morrison St. Phone: 226-3361.

RENO, NEV., 89502, 1479 Wells Ave. Phone: FA 2-7133.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Phone: MAin 2-4243.

SALT LAKE CITY, UTAH, 84101, 222 S. W. Temple St. Phone: DAvis 6-2911.

SAN FRANCISCO, CALIF., 94111, Room 419, Customhouse, 555 Battery St. Phone: YUkon 6-3111.

SANTURCE, PUERTO RICO, 00907, Room 628, 605 Condado Ave. Phone: 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Phone: ADams 2-4755.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Phone: MUtual 2-1300.

206 Sugar

★★ VENEZUELA—Trade Mission

Businessman desires quotation for 100 tons of glucose. Asodeti (Associacon de Estudios Tec.—Industr. de Venezuela) Aptdo. 6922, Caracas. NCIA. I.R. 21-A.

207 Confectionery, Related Products

GERMANY—Chocolate and candies. Direct purchase or exclusive agency. Trias G.m.b.H. (importer, exporter, wholesaler), 29 Buntentorsteinweg, Bremen.

208 Beverage Industries

★★ VENEZUELA—Trade Mission

Wholesaler seeks bourbon and scotch for distribution in central Venezuela. Luis E. Diaz, Mayor de Licores, Aptdo. 27, Maracay. NCIA. I.R. 144.

209 Foods

PAKISTAN—Oils: sulphonated oils, industrial cod-liver oil, required for leather tanning. Direct purchase and agency. Bufco Tanneries Ltd. (manufacturer), H.O. Hide Market, Lahore. WTD 3/19/64.

210 Tobacco Manufactures

NIGERIA—Cigarettes, cigars, pipe tobacco; interested in well-known brands. Direct purchase, exclusive representation for Federation of Nigeria. Requests quotations c.i.f. Lagos from manufacturers only. Prince Stores (importer, distributor, manufacturer's agent), 1 Edidi Lane, P.O. Box 77, Lagos. WTD 3/8/63.

221 Broad Woven Fabrics, Cotton

See also SPECIAL TRADE LEADS this page.

FINLAND—Cotton fabrics for the manufacture of women's dresses, sports wear. Direct purchase; willing to serve as exclusive agent. Requests replies from producers, with brochures, price lists, samples. Hammarberg & Co. (importer, exporter), Malminrinne 1 B, Helsinki, Finland. WTD 10/21/61.

FRANCE—Upholstery fabrics, cotton. Anciens Ets. Raymond Georges (dealer), 82-84, rue des Gravilliers, Paris 3.

NIGERIA—Cotton fabrics: woven, gray cloth; bleached skirting; prints. Importer who wholesales, retails, and serves as manufacturer's representative requests lowest prices, c.i.f. Lagos, from manufacturers or distributors. Messrs. Oye-Obileye Trading Co., 7 Apapa Rd., Apapa, P.O. Box 2235, Lagos. WTD 11/18/63.

222 Broad Woven Fabrics, Manmade Fiber

FRANCE—Upholstery fabrics, rayon. Anciens Ets. Raymond Georges (dealer), 82-84 rue des Gravilliers, Paris 3.

SINGAPORE—Shirtings: plied yarn fabric, spun rayon; inexpensive. Requests replies from suppliers, quotations c.i.f. Singapore. Prices must be competitive. Samples requested. J. L. Fernandez & Co. (importer, wholesaler, indent agent), 10-B Malacca Street, P.O. Box 2597, Singapore 1.

223 Broad Woven Fabric Mills, Wool

GIBRALTAR—Woolen, worsted fabrics for use in making clothing. C. Caruana Ltd. (importer, retailer), 181 Main St., Gibraltar. WTD 5/15/63.

224 Narrow Fabrics, Other Smallwares Mills

NORWAY—Webbing, pure cotton, for manufacture of anklets; weft and web N.E. 8/4; color specification O.D.7.; widths 2", 6", each 50,000 yd.; width ½", 40,000 yd. Kristine Engh (manufacturer), Dokka.

225 Knitting Mills, Products

SINGAPORE—Knit fabrics, suiting and dress types; inexpensive. Requests replies from suppliers, quotations cif Singapore. Prices must be competitive. Interested in receiving samples. J. L. Fernandez & Co. (importer, wholesaler, indent agent), 10-B Malacca St., P.O. Box 2597, Singapore 1.

SOUTH AFRICA—Knit sport shirts, cotton; inexpensive; job lots or seconds. L. Singer (wholesaler), P.O. Box 27142, Benrose, Johannesburg.

228 Yarn, Thread Mills, Products

See also SPECIAL TRADE LEADS this page.

MOROCCO—Cotton yarn (American Superior) 1/24, 1/28, 1/34, 1/40; nylon yarn (banlon type) 100 deniers; nylon yarn 2/70, 17 threads (bathing suits); rayon yarn 200 and 300 deniers; lisle cotton yarn 12/64, mercerized, bleached and unbleached; staple fiber yarn 1/34, artificial mat colors. Quotations Casablanca. Iboma (manufacturer), 16, Blvd. Ghandi, Casablanca.

Art silk, nylon lurex. The National Silk & Rayon Mills Ltd. (manufacturers), Lahore Rd., P.O. Box 18, Lyallpur. WTD 3/24/64.

■ **TURKEY**—Rayon yarns 60/36 denye bright, matt; same 100/40, $15,600. IL Nos. 2974, 2988. PA No. 277-000-456-4205. U.S. source. Quotation date May 12. Leon Silton, Mahmutpasa Kefeli Han No. 15, Manager of Mehmet Refik Hepyildir, Abdulkerin Yakman, Huseyin Ugur, Omer Denlitas, where additional information is available. SBC-186.

229 Textile Goods

CHILE—Thread-lace, black silk lace, twisted or plaited laces, point-lace, lace cords & bands, other types of lace for handkerchiefs, table covers, dress ornaments. Direct purchase and agency; requests replies in Spanish. Juan Salas é Hijos, Av. Colon 614, Casilla 463, Punta Arenas. WTD 2/20/64.

★★ GERMANY—Trade Mission

Insulation materials including roofing insulation boards. Dr. Friedrich Nafzger Nachfl. Hamburger Korksteinfabrik, Billbrookdeich 217, Hamburg-Billbrook. I.R. 116.

Insulation and roofing materials. Hans R. Marquart Grosshandel, An der Braukuhle 2-8, Bremen-Hemelingen. I.R. 100.

Agency for insulation materials. Marlene Rabenstein Bauwaren OHG, Bau -u. Kunststoffvertretungen, Muehltalerstr. 73a, Munich 49. NCIA. I.R. 106.

● **IRAQ**—Manila rope, 3 strand, in 120 fathom coils, 3", breaking strain 4 tons, 50 coils; 3½", breaking strain 6 tons, 50 coils; 4", breaking strain 7 tons, 50 coils. Tender No. 48/64, bid deadline May 7. Iraqi Ports Administration, Basra.★ (Telephone: 202-WO 7-5220).

MOROCCO—Textiles: mill ends. Requests replies in French or Spanish. Bazar au Cadeau Marocain (import, export, retail), 91 rue Siaghines, Tangier. WTD 9/20/63.

SINGAPORE—Laces, inexpensive. Requests replies from suppliers, quotations cif Singapore. Prices must be competitive. Interested in receiving samples. J. L. Fernandez & Co. (importer, wholesaler, indent agent), 10-B Malacca Street, P.O. Box 2597, Singapore 1.

230 Apparel

★★ VENEZUELA—Trade Mission

Pre-cut material for nurses' and doctors' uniforms. Eloise de Lacayo, Av. 6 (Colon) No. 95-54, Maracaibo. NCIA. IR. 73.

231 Men's, Youths,' Boys' Suits, Coats, Overcoats

GIBRALTAR—Men's suits and clothing. C. Caruana Ltd. (importer, retailer), 181 Main St., Gibraltar. WTD 5/15/63.

NIGERIA—Men's, boys' dress and sport shirts, nightwear, underwear, made from woven and purchased knit fabrics; importer who wholesales, retails, and serves as manufacturer's representative requests lowest prices c.i.f. Lagos, from manufacturers or distributors. Messrs. Oye Obileye Trading Co., 7 Apapa Rd., Apapa, P.O. Box 2235, Lagos. WTD 11/18/63.

SOUTH AFRICA—Trousers, separate: gabardine, all-wool, low-priced; in job lots or seconds. L. Singer (wholesaler), P.O. Box 27142, Benrose, Johannesburg.

233 Women's, Misses', Outerwear

GIBRALTAR—Women's dresses and other clothing. C. Caruana Ltd. (importer, retailer), 181 Main St., Gibraltar. WTD 5/15/63.

NIGERIA—Women's, misses', junior's outerwear made from woven and purchased knit fabrics; especially interested in women's blouses. Importer who wholesales, retails, and serves as manufacturer's representative requests lowest prices, c.i.f. Lagos, from manufacturers or distributors. Messrs. Oye-Obileye Trading Company, 7 Apapa Road, Apapa, P.O. Box 2235, Lagos. WTD 11/18/63.

234 Women's, Children's Under Garments

NIGERIA—Women's, children's underwear, nightwear, made from woven and purchased knit fabrics, importer who wholesales, retails, and serves as manufacturer's representative requests lowest prices c.i.f. Lagos, from manufacturers or distributors. Messrs. Oye-Obileye Trading Co., 7 Apapa Rd., Apapa, P.O. Box 2235, Lagos. WTD 11/18/63.

238 Apparel, Accessories

SOUTH AFRICA—Belts, alligator skin. L. Singer (wholesaler), P.O. Box 27142, Benrose, Johannesburg.

239 Fabricated Textile Products

● **IRAQ**—Cotton straps for repairing tents; width ½", 20,000 meters; width 2", 180,000 meters; width 3", 120,000 meters; width 4", 50,000 meters. Cotton rope for repairing tents: ½", 3,000 kilos; 1½", 300,000 meters; 1¼", 100,000 meters. Thread for repairing tents: 2,500 kilos; ⅛", 2,500 kilos. Brass eyelets: with ring No. 30, 600 gross; with ring No. 28, 400 gross. Tender No. ORD/45/1964, bid deadline May 17. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-5220).

242 Sawmills, Planing Mills

BELGIUM—California redwood, clear, all heart; sizes 5/8, 3/4, 4/4, 4/2 in widths 6" and up, 3", 4"; bundled, with certificates final as to grade, tally and manufacture. A. Cras, p.v.b.a. (importer, exporter, wholesaler, manufacturer), 42 Boulezlaan, Waregem. WTD 8/6/63.

GERMANY—Hickory: logs, ski billets, wood for making axe handles. Direct purchase, exclusive representation for West Germany and Austria. August Oppermann (importer), 53 Kohlhoekerstrasse, Bremen.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

★★ GERMANY—Trade Mission

Manufactured building materials. Hans R. Marquart Grosshandel, An der Braukuhle 2-8, Bremen-Hemelingen. I.R. 100.

Building materials for floor and wall coverings. Faul & Co., Walfischgasse 10, 79 Ulm-Donau. I.R. 46.

261 Pulp Mills, Products

■ **KOREA**—Bleached, unbleached sulphite wood pulp, soft hardwood Bond grade, bleached sulphite Bagasse pulp; bleached sulphate, semi-bleached, unbleached sulphate Bagasse pulp, all prime grade 90/100 airdry basis 75 l.t. Ref. No. FFO-SAI-4-118. Same order 165 l.t. FFO-SAI-4-119. Quotation date April 29. Korea Paper Manufacturers Association, 194, 1-Ka, Ulchi-Ro, Chung-Ku, Seoul. Cable: PAPERMAKERS.

■ Bleached, unbleached, Kraft wood pulp, soft, hard, sulphate, bleached Bagasse pulp; bleached sulphite wood pulp, bleached Bagasse sulphite pulp. All 90/100 airdry basis, prime, Bond grade, 63 m.t. or l.t. Ref. No. FFO-SAI-4-120. Exact order, 300 m. or l.t. Ref. No. FFO-SAI-4-121. Quotation date April 29. Sam Duk Paper Mfg. Co., Ltd., 109, 2-Ka Ulchi-Ro, Chung-Ku, Seoul.

■ Bleached, semi, unbleached Kraft wood pulp, soft and hard, bleached, semi, unbleached sulphate Bagasse pulp; all 90/100 airdry basis, prime grade, Ref. No. FFO-SAI-4-122, 400 m.t. or l.t. Bleached, unbleached, unbleached Bagasse sulphite wood pulp, soft, hard, Bond grade, 90/100 airdry basis, prime, 250 m.t. or l.t. FFO-SAI-4-123. Paper Makers' Cooperative Union of Korea, 102, 2-Ka Ulchi-Ro, Chung-Ku, Seoul. Quotation date April 20.

■ Bleached sulphate Kraft wood pulp, soft, hardwood, prime grade 90/100 airdry basis, approx. 50 l.t. Ref. No. FFO-SAI-4-113. Quotation date April 28. Korea Bank Note Printing Co., Bukchang-Dong, Chung-Ku, Seoul.

■ Bleached, unbleached, bleached Bagasse sulphite wood pulp, soft and hardwood, Bond grade; bleached, unbleached, bleached, unbleached Bagasse sulphate pulp, 90/100 airdry basis, approx. 760 l.t. Ref. No. FFO-SAI-4-112. Bleached sulphite wood pulp, soft, hardwood, Bond grade, bleached sulphite Bagasse pulp; bleached sulphate kraft wood pulp, soft, hard wood, bleached, unbleached sulphate Bagasse pulp, all prime grade, 90/100 airdry basis, 80 l.t. FFO-SAI-4-111. Bleached, unbleached wood pulp, soft, hard wood, Bond grade, bleached sulphite Bagasse pulp; bleached, semi, unbleached, bleached, unbleached sulphate Bagasse pulp, prime grade, 90/100 airdry basis, 260 l.t. Ref. No. FFO-SAI-4-110.

■ Bleached wood plup, soft, hard, Bond grade, bleached Bagasse sulphite pulp; bleached, semi, unbleached, Bagasse, bleached, unbleached sulphate pulp, 90/100 airdry basis, 50 l.t. Ref. No. FFO-SAI-4-109. All for Korea Paper Manufacturers Association, 194, 1-Ka, Ulchi-Ro, Chung-Ku, Seoul. Cable: PAPERMAKERS. Quotation date April 28.

■ Bleached, unbleached sulphite wood pulp, soft, Bond grade; bleached, semi, unbleached sulphate kraft wood pulp, all prime grade, 90/100 airdry basis, approx. 800 l.t. FFO-SAI-4-108. Quotation date April 28. Korea Paper Mfg. Co., Ltd., 38-3 Tongja-Dong, Chung-Ku, Seoul. Cable: Same.

■ Semi-bleached sulphate kraft wood pulp, 90/100 airdry basis, prime grade; unbleached sulphite wood pulp, same, approx. 590 l.t. Ref. No. FFO-SAI-4-130. Quotation date April 30. Sampoong Paper Mfg. Co., Ltd., 36-1 Supyo-dong, Chung-ku, Seoul. Cable: SAMPOONG PAPER, Seoul.

All for PA No. 489-901-456-4202. Limited worldwide (901). C&f or cif Pusan by U.S. flag vessel. SBC-185.

■ **KOREA**—Unbleached, bleached sulphate kraft wood pulp, bleached, unbleached sulphate Bagasse pulp, all prime grade 90/100 air dry basis; bleached sulphite wood pulp, Bond grade, soft wood, prime grade, 90/100 air dry basis, 50 l.t.; c&f or cif Pusan, Inchon, all U.S. flag vessel. Quotations to show fob price, detailed analytical report attached. Ref. No. FFO-SAI-4-136. Quotation date May 3. Shinhung Paper Mfg. Co., Ltd., 407 Kaibong-dong, Yongdung Po-Ku, Seoul. PA No. 489-901-456-4202. Limited worldwide (901). SBC-191.

262 Paper Mills, Products

■ **GREECE**—Sack kraft paper, 2,000 tons, for bags in reels of 107 cms., reels weight 600 kgs., approx., substance 60-80 grs., dia., 110 cms., core 7-7.5 cms. Quotations cif Piraeus. Quotation date May 3. Athens Papermill Co., Ltd., 10 Thesseus St., Athens. Loan No. 240-H-028. U.S. source. SBC-186.

264 Converted Paper, Paperboard Products

SOUTH AFRICA—Paper for sterilized diapers; to be purchased in bulk form for converting and distributing in South Africa. Direct purchase and agency. C.E. Folkey (Pty.) Ltd. (importer, distributor), P.O. Box 51013, Johannesburg. WTD 1/8/64.

266 Building Paper, Building Board Mills

★★ GERMANY—Trade Mission

Insulation material including roofing insulation board. Dr. Friedrich Nafzger Nachfl. Hamburger Korksteinfabrik, Billbrookdeich 217, Hamburg-Billbrook. I.R. 116.

Agency for insulation materials. Marlene Rabenstein Bauwaren OHG, Bau- u. Kunststoffvertretungen, Muehltalerstr. 73a, Munich 49. NCIA. I.R. 106.

275 Commercial Printing

SINGAPORE—Playing cards, paper; inexpensive. Requests replies from suppliers, quotations cif Singapore. Prices must be competitive. Interested in receiving samples. J. L. Fernandez & Co. (importer, wholesaler, indent agent), 10-B Malacca St., P.O. Box 2597, Singapore 1.

★★ VENEZUELA—Trade Mission

Manufacturer seeks lithograph copies of old masters. Frente a Zulia Motors, Avenida 4, Maracaibo. NCIA. I.R. 86.

Manufacturer seeking source of embossing masters. El Turista, Edif. Republica, Plaza de la Republica, Maracaibo. NCIA. IR 76.

281 Industrial Chemicals

See also SPECIAL TRADE LEADS this page 40.

■ **CHINA**—Technical endrin 97%, 2,000 lb; tech. heptachlor 75%, 2,000 lb.; Sevin, tech. grade, 99%, 6,000 lb.; malathion tech., 95% up, 2,994 kgs. Packed in either fiber or metal drums, paper bags; c&f Keelung. Ref. No. BOC 00267. PA No. 484-236-000-253-4002. U.S. source. Shing Nung Chemical Co., Ltd., No. 59, Nei-Shing Rd., Ta-Lee Village, Taichung Hsien, Taipei. SBC-190.

■ Dithane, M-22, 10,368 lb.; Z-78, same, 6,912 lb. Packed in 16x3 bags; cif Keelung. PA No. 484-236-000-253-4002. U.S. source. Quotation date April 30. Yu Tai Industrial Corp., 64, Hengyang Rd., Taipei. SBC-190.

★★ GERMANY—Trade Mission

Bituminous roofing, paving materials, sealants used in building, road construction. Vedag-Vereinigte Dachpappen Fabriken AG, Boschetsriederstr. 129, Munich. WTD 5/31/63. I.R. 108.

■ **INDIA**—Ethylene glycol momoethyl ether, specific gravity .932 to .936, boiling range 131°C to 137°C, acidity point, .01% max.; white granular ethyl cellulose, readily soluble in esters, aromatic hydrocarbons, alcohols and ketones, viscosity limits, 6 to 8 centipoises. Viscosity is run at 5% concentration by weight and 25°C, Centipoises are determined in 80:20 toluene; ethanol by weight on a sample dried 30 minutes at 100°C. Approx. $47,100. Ref. No. 50(21)/63-082/AID (1). IL No. P/RM/2130305. Loan No. 386-H-082. U.S. source. Quotation date May 2. India Foils, Ltd., P.O. Kamarhati, Dist. 24 Parganas, West Bengal. Cable: INDFOIL, Kamarhati. SBC-182.

■ **KOREA**—Coal tar dyes, direct yellows, oranges, blues, brown, reds, violet, blue acid, long list of various color indexes, large quantities in kgs. Ref. No. FFO-SAI-4-138. Federation of Weavers & Dyers Cooperatives, 80, Dokong-dong, Chung-ku, Seoul.

■ Direct dyes, various colors; acetate rayon dyes; basic colors and dyes; azoic colors, dyes; vat colors and dyes; chrome mordant dyes; acid colors and dyes; fluorescent brightening agents; aniline colors and dyes; acetate rayon dyes. Various color index nos., large quantities in kgs. Ref. No. FFO-SAI-139. Korean Knitting Industry, Cooperatives Association, 80, Sokong-dong, Choong-ku, Seoul.

Both for PA No. 489-901-456-4202. Limited worldwide (901). Quotation date May 3. C&f or cif Pusan by 100% U.S. flag vessel. SBC-185.★

■ Titanium dioxide, anatase grade, 120 m.t.; same, rutile grade, 97% up, 30 m.t. Ref. No. FFO-SAI-4-134. Korean Rubber Industrial Association, Tonumyung Bldg., Rm. 603, No. 50-5 Sokong-Dong, Chung-Ku, Seoul.

■ Titanium dioxide, anatase 98% or rutile, approx. 26 m.t. FFO-SAI-4-131. Korea Chemical Industry Co., Ltd., 66 Songhyun Dong, Inchon.

Both for PA No. 489-901-356-3212. Limited worldwide (901). Quotation dates May 2. Cif or c&f Pusan or Inchon, by 100% U.S. flag vessels. SBC-185.

■ Caustic soda, 98% up, solid, 214 m.t. Quotations will be accepted on price for c&f and/or cif Pusan by U.S. flag. Ref. No. FFO-SAI-4-126. Korean Knitting Industry Cooperatives Association, 80 Sokong-dong, Choong-Ku, Seoul.

■ Caustic dosa, solid, 98% up, approx. 152 m.t. C&f Pusan by U.S. flag. Paper Maker's Cooperative Union of Korea, 101, 2-Ka Ulchir-Ro, Chung-Ku, Seoul. Cable: PAPERUNION, Seoul.

Both for PA No. 489-901-456-4202. Limited worldwide (901). Quotation date April 30. SBC-185.

■ Titanium dioxide rutile, anatase, 98%, up, 320,000 lb., c&f or cif Pusan or Inchon, U.S. flag vessel. Ref. No. FFO-SAI-4-133. PA No. 489-356-3212. Limited world wide (901). Quotation date April 27. Korea Paint & Printing Ink Industries Cooperative Association, 101, 2-Ka Uljiro Chungku, Seoul. Cable: DAIHANINK, Seoul. Copies of all offers made should be sent Air Mail to Bank of Korea, Attn: AID Section and to the Director, U.S. AID, c/o American Embassy, Seoul. SBC-186.

■ **KOREA**—Titanium dioxide, anatase type., 72 m.t.; c&f and/or cif Pusan, by all U.S. flag vessel. Ref. No. FFO-SAI-4-140. PA No. 489-356-3212. Limited worldwide (901). Korean Rubber Industrial Cooperation, 7-1 Ka, Shin-Moon-Ro, Chongro-ku, Seoul.

■ Caustic soda, NaOH, solid, 98% up, 365 m.t.; c&f Pusan, indicating fob, shipment on privately owned U.S. flag vessels. Ref. No. FFO-SAI-4-142. PA No. 489-901-456-4202. Limited worldwide (901). Spinners & Weavers Association of Korea, 58-1, 2Ka, Chongro, Chongro-Ku, Seoul. Cable: SWAKOREA. Quotation date May 4.

■ Coal tar dyes, Mordants, acids, yellow, red, orange, red, brown, green, violet, blue, black, various color index Nos., quantities in kilos; c&f Pusan by U.S. flag liner vessels. Ref. No. FFO-SAI-4-141. PA No. 489-901-456-4202. Limited worldwide (901). The Woolen Spinners & Weavers Association of Korea, No. 47, 2-ka, Myung Dong, Chung-ku, Seoul. Quotation date May 4.

Copies of all quotations made on above procurements should be sent Air Mail to Bank of Korea. Attn: AID Section, and to Director, U.S. AID, c/o American Embassy, Seoul. SBC-190.

■ Dyestuffs, various color index Nos., colors, quantities in kgs. Delivery c&f and/or cif Pusan; fob quotations indicated. Shipment effected on privately owned U.S. flag commercial liner vessels. Ref. No. FFO-SAI-4-144. Quotation date May 5. Spinners & Weavers Association of Korea, 58-1, 2-Ka, Chongro Chongro-Ku, Seoul. Cable: SWAKOREA. Copies of all offers made should be sent Air Mail to Bank of Korea, Attn.: AID Section. and to Director, U.S. AID, c/o American Embassy, Seoul. SBC-191.

■ Titanium dioxide, anatase, rutile, 11 m.t.; c&f or cif Pusan. Show fob price and freight on basis of U.S. flag vessel. Ref. No. FFO-SAI-4-139. Korea Paper Manufacturers Association, 194, 1-Ka, Ulchi-Ro, Chung-Ku, Seoul. Quotation date May 3.

■ Titanium dioxide, anatase 98% up, 21 m.t. Delivery cif or c&f Pusan, U.S. flag vessel. Ref. No. FFO-SAI-4-145. Quotation date May 5. Keun Yang Chemical Ind. Co., 7, 4-Ka, Chong-Ro, Chong-Ro-Ku, Seoul.

Both for PA No. 489-356-3212. Limited worldwide (901). Copies of all offers made should be sent Air Mail to Bank of Korea, Attn: AID Section, and to the Director, U.S. AID, c/o American Embassy, Seoul. SBC-191.

PAKISTAN—Sodium sulfate, sodium bisulfite; required for leather tanning. Direct purchase and agency. Bufco Tanneries Ltd. (manufacturer), H.O. Hide Market, Lahore. WTD 3/19/64.

Dyes/pigments; black, brown, dark brown; required for leather tanning. Direct purchase and agency. Bufco Tanneries Ltd. (manufacturer), H.O. Hide Market, Lahore. WTD 3/19/64.

Soda caustic, boric acid, borax, potassium bicromate, lissapol, sodium bisulphite, phosphoric acid, carbolic acid, textile chemicals; phenolic moulding powder, P.V.C. insulating compound, polyester resin, alkathene, melamine, urea formal dehyde, lupolin. Relycom (Pakistan), (importers, exporters, indentors, engineers), 6/25 Patiala Grounds, McLeod Rd., Lahore. WTD 12/11/1963.

Dyes, chemicals, for textile industry. The National Silk & Rayon Mills Ltd. (manufacturers), Lahore Rd., P.O. Box 18, Lyallpur. WTD 3/24/64.

■ Coal tar dyes, anthrasol blue, brown, alcians, rapidogen, cibacets, uvitex, ciracrons, procians, long list color index Nos., descriptions, 100 lb. each. IL No. 429113. To be financed by loan not yet authorized. Quotation date April 27. Universal Dyes & Chemicals, Rampart Row, Karachi. Cable quotations acceptable; c&f Karachi. SBC-186.★

SWEDEN—Heavy industrial chemicals, right now 200 tons of monosodium phosphate, 44-45% P_2O_5, NaH_2PO_4 x $2H_2O$. Direct purchase and agency. A.G. Lange & Son AB (agent), Södergatan 28, Malmö C.

Chemicals for manufacture of all kinds of detergents; direct or agency. AB Alkalion (wholesaler, agent), Östra Hamngatan 13, Göteborg C.

● **TAIWAN**—Dyes, auxiliary chemicals, quantities sufficient to dye materials as follows: dyes for OD7 shade, auxiliaries for 769,939 kgs. heavyweight herringbone twill; dyes for navy blue shade, auxiliaries for 25,354 kgs. of heavy weight herringbone twill; dyes for OD7 shade, auxiliaries for 592,161 kgs. of lightweight herringbone twill; dyes for navy blue shade, auxiliaries for 2,503 kgs. of lightweight herringbone twill; dyes for khaki shade, auxiliaries for 216,671 kgs. of military cloth; dyes for skyblue shade, auxiliaries for 2,920 kgs. of military cloth; dyes for tea green shade, auxiliaries for 12,109 kgs. of military cloth. Powder form preferable; paste acceptable in 110 lb. drums. Tender GFME 18170, bid deadline April 29. Purchasing Dept., Central Trust of China, 49, Section 1, Wuckang, Taipei, Taiwan.★ (Telephone: 202 WO-7-2090).

★★ VENEZUELA—Trade Mission

Businessman wishes price quotations for 3 to 4 tons of ammonium sulphate to be delivered every 6 months; 30 tons ammonium sulphide. Asodeti (Asociacion de Estudios Tec.-Industr. de Venezuela) Aptdo. 6922, Caracas NCIA. IR. 21-A.

282 Synthetic Materials

■ **CHINA**—Standard American Production, low density polyethylene, 100,000 lb., off grade materials; low density polyethylene, 50,000

lb., multi-ply paper bags, 50 lb. net; cif Kaohsiung. Ref. No. BOC 00265. PA No. 484-390-000-253-4203. U.S. source. Quotation date May 1. Yung Nan Hong, 65, Wing Foo Rd., Tainan. SBC-190.

■ Polyethylene, off grade, low pressure, natural color, fortiflex A60-70, 50,000 lb.; c&f Kaohsiung, packed in multi-ply paper bags of 50 lb. each. Pao Key Trading Co., Ltd., 2nd Fl., 35 An Ping Rd., Tainan, Taiwan. IL No. BOC-00271.

■ Polyethylene film grade, compound, DFD-0358, natural, 50,000 lb.; delivery c&f Keelung from free port Hong Kong, packed in standard export paper bags of 50 lb. net. IL No. BOC-00270. Cheng Juw Trading Co., 2nd fl., No. 261 Ming Sheng Rd., Taipei, Taiwan.

Both for PA No. 484-390-000-253-4203. U.S. source. Quotation dates May 3. SBC-191.

ENGLAND—Polyethylene, conventional, linear virgin, subgrade; polystyrene, GP, HT, crystal and natural. John Hellyar & Co. Ltd. (manufacturer), 230 Vauxhall Bridge Rd., London, S.W.1. WTD 3/16/64.

★★ GERMANY—Trade Mission

Epoxy product for use as bonding material for concrete and concrete-masonry construction. Normen Fertigbau G.m.b.H., Weikersheimerstr. 19, Stuttgart-Zuffenhausen. I.R. 52.

Distributorship for resilient floor covering materials. Ursania Chemie GmbH, Herne/Westfalen. I.R. 62.

Materials for use as floor and wall coverings. Faul & Co., Walfischgasse 10 79 Ulm-Donau. I.R. 46.

■ **GREECE**—High density polyethylene virgin, off grade, 350,000; c&f Piraeus. Quotation date May 1. Hellenic Plastics Industry, Vlassis Dracopoulos, Leof. Kifissou/Peristeri, Athens.

■ Epoxy resins, 200 kgm. drums, 5 m.t. Quotation date May 4. Insulation & Protection O.E., 6 Dragatsaniou St., Athens.

Both for loan No. 240-H-028. U.S. source. SBC-186.

JAPAN—Polyvinyl chloride resins for use in manufacturing corrugated sheets. Wakai & Co. Ltd. (wholesaler), 1406-4, 4-chome, Sakuragawa, Naniwa Ku, Osaka.

■ **MOROCCO**—Plastic, sueding, Simil-cuir, 88,000 lb., remnants, acceptable sizes 2 yds., up; c&f Tangier, delivery, soon as possible, partial shipments acceptable. Loan No. 608-K-018. U.S. source. Quotation date April 30. Import-Export Idrissi, 43 Avenue Mohamed V. Cable: BOHURIFF NEW YORK-TANGIER. Copies of quotations to be forwarded to: United States AID Mission, c/o American Embassy, Attn: Supply Advisor, Rabat; and to: Ministere du Commerce, Direction du Commerce, Rabat. SBC-190.

283 Drugs

See also SPECIAL TRADE LEADS this page 40.

FRANCE—Chemicals, raw materials for pharmaceutical industry; all types. Direct purchase and agency. C.E.V.M.I. (importer, agent), 2 Avenue Paul Doumer, Paris 16. WTD 4/1/63.

284 Soaps, Detergents, Cleaning Preparations, Perfumes, Cosmetics

FRANCE—Detergents; cleaning products of all kinds. Sté. Nouvelle d'Exploitation des Magasins Fauchon (importer, exporter, retailer), 26 Place de la Madeleine, Paris 8. WTD 3/17/64.

GERMANY—Cosmetic, toilet preparations in make-up field. Direct purchase and agency. Walter Brenne, Schimmelmannstrasse 42, 207 Ahrensburg/Hamburg.

★★ GERMANY—Trade Mission

Cleaning agents for use on masonry and concrete surfaces. Erschuetterungs-und Schallschutz, Suarezstr 27, Berlin. NCIA. I.R. 113.

■ **PAKISTAN**—Bating agents, $7,600. IL No. 337412. Loan No. 391-H-066. U.S. source. Quotation date April 30. Pak Chrome Leather Co., G/11 Sind Industrial Trading State, P.O. Shershah Colony, Karachi 28. SBC-190.

★★ VENEZUELA—Trade Mission

Businessman wishes to buy resin liquid detergent for cleaning silk. Desires quantities in 55 gallon drums. Asodeti (Associacion de Estudios Tec.-Industr. de Venezuela), Aptdo. 6922 Caracas. NCIA. IR. 21-A.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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285 Paints, Varnishes, Lacquers, Enamels

● **IRAQ**—Signal red paint, 1200 imperial gallons; brown paint, 3600 imperial gallons. Secret tender No. (15/64), bid deadline May 5, 12:00 noon. Tender specifications, conditions against payment of about $2.80 (ID.1/-) from: Head of the Tenders Committee, Government Oil Refineries Administration (G.O. R.A.), Ministry of Oil, Baghdad.

286 Gum, Wood Chemicals

PAKISTAN—Dyeing and tanning substances: mimosa extract, myrobalan. Direct purchase and agency. Bufco Tanneries Ltd. (manufacturer), H.O. Hide Market, Lahore. WTD 3/19/64.

287 Agricultural Chemicals

NIGERIA—Fertilizers, insecticides, sanitary chemicals; importer who wholesales, retails, serves as manufacturer's representative requests lowest prices, c.i.f. Lagos, from manufacturers or distributors. Messrs. Oye-Obileye Trading Co., 7 Apapa Rd., Apapa, P.O. Box 2235, Lagos. WTD 11/18/63.

289 Chemical Products

★★ GERMANY—Trade Mission

Chemical compounds to prevent scaling, rusting, corrosion of water pipes. Goeppinger Apparatebau GmbH, Bahnhofstrasse 7, 732 Goeppingen. I.R. 84.

Concrete and asphalt paving coating for improving and protecting surface. Kloeckner Bayerkontor GmbH, Schliessfach 51, 8 Munich 3. WTD 6/26/63. I.R. 47.

Rust removers, preventatives. Dallmayer & Co. KG, 8052 Moosburg/Obb. I.R. 88.

Wear resistant chemical coatings for concrete which also provide water tight and weather proof surfaces. Also chemical coatings or plastic extrusions suitable for stock feed troughs, waste troughs. Hans Dorn Dorit-Werk, 839 Passau-Heining. I.R. 93.

295 Paving, Roofing Materials

SINGAPORE—Asphalt for road making, 40/50 and 80-100 penetration grades 500 to 1,000 l.t. regularly. Requests replies from manufacturers, quotations cif Singapore. Prices must be competitive. The New Great Wall Co. (importer, wholesaler, indent agent), 49 Middle Rd., P.O. Box No. 23, Queen St. Post Office, Singapore 7. WTD 7/13/62.

306 Fabricated Rubber Products

SWEDEN—Moulded rubber soles for shoe manufacturing industry; direct or agency. AB Rud. Nyström & Co. (wholesaler, agent), Lilla Brännerigatan 6, Borås. WTD 7/3/63.

● **TURKEY**—Air hose, rubber, for pneumatic tools, 1,000 meters, 16 mm. I.D. Tender No. 3001/463, bid deadline April 27. Malzeme Mudurlugu, Denizcilih Bankasi T.A.O., Bahcekapi, Itanbul.★ (Telephone: 202-WO 7-3381).

307 Plastics Products

FRANCE—Teflon and by-products. Direct purchase and agency. France-Importation S.A. (importer, wholesaler), 123 rue de Billancourt, Boulogne (Seine). WTD 3/23/64.

SINGAPORE—Plastic tableware, inexpensive. Requests replies from manufacturers/suppliers, quotations cif Singapore. Prices must be competitive. Interested in receiving samples. J. L. Fernandez & Co. (importer, wholesaler, indent agent), 10-B Malacca St., P.O. Box 2597, Singapore 1.

TURKEY—Polystyrene, polyethylene, plexiglass, acetate. Scrikss Maden ve Plastik Sanayii A.S. (importer, manufacturer), Guzel Han No. 12, Sirkeci, Istanbul. WTD 3/24/64.

★★ VENEZUELA—Trade Mission

Manufacturer seeks high density plastic shipping cases made of polyethylene, Bebidas Gaseosas El Polo, Calle 5 de Julio Sur No. 8 La Victoria (Vicinity of Maracay), Caragua. NCIA. I.R. 139.

311 Leather Tanning, Finishing

SWEDEN—Leather strips for shoe manufacturing industry; direct and agency. AB Rud. Nyström & Co. (wholesaler, agent), Lilla Brännerigatan 6, Borås. WTD 7/3/63.

315 Leather Gloves

GERMANY—Work gloves (5 finger) all leather, neoprene and plastic, also solvent resistant. Latex, neoprene, rubber household gloves. Offers on c.i.f. Hamburg price quotations, accompanied by samples. E. Elsner & Co. (importer), Fuhlsbuetteler Strasse 412, Hamburg 33.

317 Handbags, Personal Leather Goods

FRANCE—Gift articles: compacts; jewelry cases; cigar, cigarette cases; small leather, synthetic leather items. Requests replies in French. A. Némery & Calméjane (manufacturer, importer, exporter), 41 rue Vivienne, Paris 2.

322 Glass, Glassware

SOUTH WEST AFRICA—Glass tableware, kitchenware; requests replies from manufacturers only. Rudolf Schuster (Pty.) Ltd. (importing distributor), P.O. Box 48, Windhoek.

★★ VENEZUELA—Trade Mission

14-oz. bottles for soft drinks. Bebidas Gaseosas El Polo, Calle 5 de Julio Sur No. 8 La Victoria (Vicinity of Maracay), Caragua. NCIA. I.R. 139.

Glassware for bars, restaurants, soda fountains, cafeterias. L. Urdaneta & Co. S.A., Edif. Urdaneta, La Ciega, Ave. 2 (El Milagro), Maracaibo. NCIA. I.R. 69.

324 Cement, Hydraulic

● **BURMA**—Cement in assorted colors; 1100 tons packed 1 cwt. steel air tight ribbed drums; estimated over $10,000; submit net prices with each color chart. Tender No. 34/05/63-64(P), bid deadline April 30. People's Stores Corp., c/o Chief of Economic Division, Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-3601).

326 Pottery

SOUTH WEST AFRICA—Porcelain, china household kitchenware; porcelain tableware, decorated and undecorated. Requests replies from manufacturers only. Rudolf Schuster (Pty.) Ltd. (importing distributor), P.O. Box 48, Windhoek.

327 Concrete, Gypsum, Plaster Products

★★ GERMANY—Trade Mission

Materials for floor and wall coverings. Faul & Co., Walfischgasse 10, 79 Ulm-Donau. I.R. 46.

Moulded Stucco plaster with appearance of stone for exterior building facing. Maku-Bau, Hermesdorfer-Damm 159, Berlin 28. I.R. 121.

Concrete mix products for reduced weight and increased strength. Lenz-Bau AG, Mecklenburgischestrasse 57, Berlin-Wilmersdorf. I.R. 123.

Insulation materials including roofing insulation boards. Dr. Friedrich Nafzger Nachfl. Hamburger Korksteinfabrik, Billbrookdeich 217, Hamburg-Billbrook. I.R. 116.

329 Abrasive, Asbestos, Non-metallic Mineral Products

★★ GERMANY—Trade Mission

Acoustic tiles made from mineral fibers. Erschuetterungs- und Schallschutz, Suarezstr. 27, Berlin 19. NCIA. I.R. 113.

330 Primary Metal Industries

■ **INDIA**—Solid forge rolled plain rectangular section hoops with allowance to produce finished dimensions, conforming to BSS 3037 Pt. 1, 1958, oil hardened and tempered to Brinell hardness 248/285. To certain part drawing Nos.; as an indication, reference could be made to A.S.T.M. designation No. A26—39 Class A or B (preferable). Quotations should indicate separately fas Port of exit value, ocean freight, Marine insurance, total c.i.f. Calcutta value. Copies of drawings may be obtained from Office of Small Business, Rm. C-118, 1711 New York Ave., NW., Washington, D.C. Loan No. 386-H-082. U.S. source. Quotation date May 4. Jessop & Co., Ltd., 63 Netaji Subhas Rd., Calcutta 1. IL No. P/RM/002894/R/DL/18/S/D/18/45/830. Ref. No. DC/217/BDL/434. SBC-186.★

■ Steel sections, EN 8, various dia., 32 tons; EN 1A, 3, 9, various section sizes, total 21 tons; CK 45 strips; CK 60 strips; St. 2.24 Lg/GBM strips; Fed. Bd., Stahl CK 53 strips, to long list of requirements. Ref. No. DC/082/BDL/454. IL No. P/RM/000737/R/DL/18/S/D/17/45/1427. Exact duplicate order, same, IL No. P/RM/002900/R/DL/18/S/D/45/1427. Ref. No. DC/082/BDL/455. Loan No. 386-H-H082. U.S. source. Quotation date May 3. Luk Auto Ancillary, India, Ltd., 4/8 Asaf Ali Rd., New Delhi.

■ Hot rolled transformer grade electrical steel sheets, measuring 32″/120″, 29 G, not varnished, equal to USS 58-M15 or Armco Trancor M-15, and Armco grain oriented electrical steel sheets, in coils, carlite insulated. Cold rolled transformer electrical steel sheets, in coils, 29 gauge, grade M6. Packed in parcels not exceeding 3 m.t., sheets or coils to be packed in waterproof paper, later in galv. or tinned metal containers of suitable thickness with skids parallel to longer axis to prevent damage to sheets during shipment, slinging, approx. 100 to 110 m.t. IL No. P/RM/000776/R/DL/18/S/D/17/45/785. Ref. No. DC/082/BDL/446. Same order, 130 to 140 m.t. IL No. 001717. Ref. No. 444. Same, 120 m.t., IL No. DL/55/785/02101/0321. Ref. No. DC/082/BDL/443. Same, 80 to 85 tons, IL No. DL/55/785/03101/0397. Ref. No. DC/082/BDL/445. Loan No. 386-H-082. U.S. source. Quotation date April 30. Hackbridge-Hewittic & Easun Ltd., 5-7, Second Line Beach, Madras 1. SBC-184.

■ Stainless steel pipes, weldable, as per AISI 302, Rockwell hardness RB. 80-96, outside dia. $8^{1}/_{16}$″ or 207 mm, Inside dia. $6^{5}/_{16}$″ or 158 mm, length 12 ft., $12,600; c&f Calcutta basis. Loan No. 386-H-082. U.S. source. Quotation date May 6. Steelsworth, Ltd., 1 & 2, Old Court House Corner, Calcutta 1. IL No. P/RM/2134713/R/DL/C/H/17-18. Ref. No. 1(72)/64-082-Aid.III.

■ Stainless steel sheet in coils of 4′-0″ width, each approx., 2 m.t., finish 2B on one side, No. 4 on other, to AISI 304, 16 USG, 6 m.t.; 20 USG, 2 m.t.; AISI 316, 20 USG, 2 m.t.; stainless steel rigidized sheets, pattern No. 2 WL, size $24^{1}/_{2}$x108″x26 g, 24 sheets, each approx. 14 lb.; cif Bombay. Loan No. 386-A-055. U.S. source. Quotation date April 27. Larsen & Toubro Ltd., P.O. Box 278, Bombay 1. IL No. P/RM.002952/R/DL/18/S/D/17/45/81. Ref. No. DC/217/BDL/436.

■ High speed steel, approx. $2^{1}/_{2}$ tons; die steel, approx. 8 tons. Ref. No. DC/082/BDL/452. IL No. P/RM/002209/R/DL/18/S/D/17/45/426. Loan No. 386-H-082. The Canara Workshops, Ltd., Kodialbail, Bangalore 3. Cable: WORKSHOPS, Bangalore.

■ Prime quality tool and alloy steel, high carbon, spindle, $^{3}/_{8}$″, 15 m.t.; $^{7}/_{16}$″, 25 m.t. to EN 31 (AISI-52100), hardness not to exceed 200 BHN; cif price. Loan No. 386-H-082. U.S. source. Quotation date May 3. Textile Machinery Corp., Ltd., 1 & 3, Brabourne Rd., Calcutta. Cable: TEXMACO, Calcutta. IL No. P/AU/001479/R/DL/17/S/B/17/461210. Ref. No. DC/082/BDL/453.

■ Bright cold rolled deep drawing special killed steel sheet, to ASTM A-365-58T, with tensile strength of 28-38 kg/mm², min. deep drawing, Erischen value of 12.2 mm., thickness of 2 mm, plus/minus 0.08 mm, size 2 mm x 1 mm, or any nearest size, approx. 55 000 kg. Loan No. 386-H-082. U.S. source. Quotation date May 3. Motor Industries Co., Ltd., Post Box No. 93, Bangalore 1. Cable: MICODIESEL, Bangalore. IL No. P/RM/000592/R/DL/18/S/D/17/45/723. Ref. No. DC/082/BDL/451.

■ Prime stainless steel sheets to AISI Standard 316 and/or 321 in 2D finish, sizes 8x4′x .080, about 18,000 lb. total; cif Bombay, fas port of exit, estimated cost of freight and insurance. Loan No. 386-H-082. U.S. source. Quotation date May 3. Calico Industrial Engineers, P.O. Box 7358, Andheri, Bombay 58. Cable: DYESPRING, Bombay. IL Nos. P/AU/000886/R/DL/17/S/B/17/46/60; 001052, same. Ref. No. DC/082/BDL/456.

■ Hot/cold rolled, soft annealed steel tapes for armouring paper insulated power cables, sizes $1^{1}/_{4}$″, $1^{1}/_{2}$″x.030″; $1^{3}/_{4}$, 2, $2^{1}/_{2}$″x.040″, suitable for electric butt flash welding, supplied in coils with 4 to $4^{3}/_{8}$″ i.d., 20/20″ o.d., continuous coils without joints, $46,200 cif. Ref. No. DC/082/BDL/457. IL No. P/RM/002926/R/DL/18/S/D/45/1303. Loan No. 386-H-082. U.S. source. Quotation date May 4. Industrial Cables (India), Ltd., Industrial Area, Rajpura, Punjab. Cable: PINCABLES, Rajpura, Punjab.

■ Low carbon mild steel galvanized wire shorts, soft quality, out of fresh arisings, 55 m.t., 8 to 20 gauge thick, no single lengths should be below 30 lb., or above 69 lb. in weight, one gauge per coil, each coil distinctly marked with gauge No. Prices per m.t. c&f or cif, Calcutta. Loan No. 386-H-082. U.S. source. Quotation date May 4. Aluminum Industries, Assam, Pvt., Ltd., Makum Rd., Tinsukia, Assam. IL No. P/RM/001542/R/DL/18/S/D/17/45/447. Ref. No. DC/082/BDL/458.

■ Steel, inquiry No. A9590, various descriptions, sizes, quantities in kg., 54 items; Enq. No. Steel/A9589, hot rolled open hearth, chassis frame, pickled, oiled, flats to Specn. BS1449 EN2D; open hearth single pickled deep drawingsteel sheets, to Spec. BS1449 EN-2A; hot rolled open hearth chassis frame, single pickled, oiled, sheets, to Specn. BS1449 EN 2D/1; hot rolled open hearth pickled and oiled to BS1449 EN-2B; hot rolled open hearth chassis frame, oiled to BS1449 EN-2D; forging bars and billets, in black rolled condition, suitable for shearing, forging, stamping, upsetting purposes, various quantities, Nos., descriptions, 33 items. Loan No. 386-H-082. U.S. source. Quotation date May 4. Hindustan Motors Ltd., Uttarpara, Hooghly, Cable: HINDMOTOR, Uttarpara. IL No. P/RM/002765/R/DL/18/S/D/45/233. Ref. No. DC/082/BDL/459. All quotations should be addressed to Hindustan Motors, Ltd., c/o American East India Corp., 25 Broadway, New York, N.Y., with one copy to buyer in India.

■ High carbon steel wire for the manufacture of needles, .060″ dia., 50,000 kgs; .053″ dia., 10,000 kgs. To certain tensile strength 50-60 tons per sq. in., cold drawn, and acid or basic open hearth analysis; c&f Madras. Ref. No. DC/082/BDL/450. IL No. DL 82/188/04201/0010. Loan No. 386-H-082. U.S. source. Quotation date May 2. Needle Industries, India, Ltd., Ketti P.O., Nilgiris, South. SBC-184.★

■ Prime cold m.s. sheet for manufacturing radio sets, 18 SWG .048″, 20 m.t.; 20 SWG .036″, 8 m.t.; mild steel flat strips, prime, .093″ x$^{3}/_{8}$″, 6 to 8 ft. lengths, 5 m.t. Quotations both on fob port of exit, U.S.A.; cif Bombay. Ref. No. DC/217/BDL/442. IL No. P/RM/002859/R/DL/18/S/D/17/45/833. Quotation date April 27. Loan No. 386-H-082. U.S. source. The National Ekco Radio & Engineering Co., Ltd., Ewart House, Bruce St., Fort, Bombay 1 (BR).

■ Patented high carbon steel wire rods of 5.5 mm, SWG 4, suitable for being drawn into umbrella ribs, same 2.3 mm, to certain chemistry. Ultimate tensile strength after drawing process is completed, 160/180 kg. sq. mm., $12,500; cif Bombay. Ref. No. DC/082/BDL/449. IL No. P/AU/001-87/R/DL/17/S/B/17/50/15. Loan No. 386-H-082. U.S. source. Quotation date April 30. Kasabone Wire Co., 20, Wadi Bunder Rd., Mazagaon, Bombay 10. Cable: PEARLWORKS, Bombay, Mazagaon.

■ Hot rolled boiler quality steel plates, to ASTM A-201-61T, Grade B, firebox quality, equal to BSS-1033, size 1.25″x96x350, 10 Nos.; 1.25″x144x144″, 4 Nos.; .75x96x350, 5 Nos.; .75″x144x144″, 2 Nos., to certain special conditions. Ref. No. DC/082/BDL/448. IL No. P/RM/000249/R/DL/18/S/D/17/45/122. Loan No. 386-H-082. U.S. source. Quotation date April 30. Walchandnagar Industries, Ltd., Construction House, Ballard Estate, Bombay 1. Cable: WALSAKHAR. SBC-182.

■ Tool and alloy steel for manufacturing diesel parts, AISI-8620-H, $^{1}/_{2}$″ to $1^{1}/_{2}$″ dia., rounds, total $4^{1}/_{2}$ tons; AISI-4140-H, $^{7}/_{8}$″, $^{5}/_{8}$″, $^{5}/_{16}$″, 1″, $2^{1}/_{4}$″, total 4 tons; AISI-52100 bright, rounds,

6 tons; AISI 4140-H bright Hex bars, 7/8", 15/16" across flat, 4 tons; 8620-H bright, 5/8", 3/4" round, 1 ton; AISI D-4 tool steel, 5/8" round, 1/2 ton; carburising steel, AMS 6260-E, 1"-3", 2 tons; AISI-52100, for bushes, 1", 1.5", 2", 1½ tons; ASTM-A-193, BG 14, 1 to 3", 2 tons; high speed steel 10% Co., 18% W., 1 to 3" dia., 2 tons. Ref. No. DC/082/BDL/447. IL No. P/RM/002506/R/DL/18/S/D/17/45/1105. Loan No. 386-H-082. U.S. source. Quotation date April 30. Kirloskar Cummins Ltd., Kothrud, Poona 4.

■ Hot die steel, various sizes, 51 pc. Ref. No. DC/217/BDL/441. IL No. P/RM/001098/R/DL/18/S/D/17/45/328; P/RM/002462/R/DL/18/S/D/17/45/328. Loan No. 386-H-082. U.S. source. Quotation date April 27. The Aluminium Mfg. Co., Pvt., Ltd., 2 Jessore Rd., Dum Dum, Calcutta 28. SBC-182.★

TURKEY—Tubing: stainless steel, aluminum, brass. Scrikss Maden ve Plastik Sanayii A. S. (importer, manufacturer), Guzel Han No. 12, Sirkeci, Istanbul. WTD 3/24/64.

331 Steel Mill Products

● **BURMA**—Wire drawing dies, tungsten carbide, for m.s.; die casing size 43x32 mm, 17 items, total 1,450 dies, cases are 1:10 tapered with tungsten carbide insert, tolerance of all dies shall be 0.04 mm. Tender No. Q/7/17/2681/2724, bid deadline April 30. General Manager, Industrial Development Corp., Steel Mill, Ywana, Insein. Tender, specifications available for review only, in Rm. 4222, Iron and Steel Division, Department of Commerce, Washington, D.C.

■ **CHINA**—Coke tinplate waste waste, 1.25 lb. coating, 18x24", larger, 75/100 lb. base weight, unassorted to size, gauge, in original Kaiser Steel export packing, 100,000 lb.; electrolytic tinplate waste waste, 18x24", larger, 75/100 lb. base weight, soft temper, bright finish, unassorted to size and gauge, in original mill packing, c&f Keelung. Ref. No. BOC 00264. PA No. 484-660-000-253-4202. U.S. source. Subject to GSA Defense Materials Services procedure. Quotation date April 30. Ta Yuan Trading Co., Ltd., 1st fl., No. 91, 2nd Sec., Chungking Rd., North Taipei. SBC-190.

■ Electrolytic tinplate waste waste culls, 107 lb., lighter, 18x24", larger, unassorted, original mill packing, 200,000 lb.; electrolytic tinplate misprints, 116,455 lb., 107 lb. base weight, lighter, 18x24: and larger, unassorted, with scroll edges on two sides, regular straight edges other two sides. Export packing, partial shipment allowed, "on deck" shipments not acceptable, c&f Keelung. Ref. No. BOC 00266. PA No. 484-660-000-253-4202. U.S. source. Whallie Trading Co., Ltd., No. 34, Lane 83, Chungking Rd., N. 1st Sec., Taipei. Cable: 5653 Taipei. Subject to GSA Defense Materials Services procedure. SBC-190.

■ Electrolytic tinplate waste waste culls, 107 lb. and lighter, 18x24" and larger, unassorted, in Youngstown original mill packing, metal containers, 200,000 lb.; c&f Keelung. IL No. BOC-00268. Jinhorfa Trading Co., 40 Lane, 128 Chung Shan Rd., N. 2nd Sec., Taipei, Taiwan. Cable: JINKERFA, Taipei.

■ Coke tinplate waste waste coating 1.25 lb., bright finish, 75/90 lb. base weight, assorted to size and base weights, each skid in sizes 18x24" and larger, mostly 20x28" and larger, consisting of original Bethlehem and/or J&L mill material, packed in warehouse metal export or original mill metal export containers, 50.000 lb.; coke tinplate waste waste, coating 1.25 lb., size 18x24", larger, base weight 75/100 lb., unassorted, packed in metal containers, 77.900 lb.; c&f Keelung. IL No. BOC-00269. Yung Wei Co., Ltd., 43 Pao An St., Taipei, Taiwan. Cable: YUNGWEI.

■ Electrolytic tinplate cobbles, unassorted, in original mill packing, baseweights 107 lb., lighter size 18x24", larger, 200,000 lb., shipment U.S. flag vessel; c&f Keelung. IL No. BOC-00272 Wei Yu Co., 41-1, Sec. 2, Hankow St., Taipei, Taiwan.

All for PA No. 484-660-000-253-4202. U.S. source. Quotation dates May 3. Subject to GSA Defense Materials Services Procedure. SBC-191.

■ **INDIA**—Electrolytic tinplate waste waste, 79 lb., lighter, and/or 107 lb., lighter, size 18x24" and larger, assorted to size and gauge, for total value of license, $9,200. Ref. No. DC/082/BDL/465. IL Nos. SID/IL/P/RM/002686/R/DL/18/S/D/17/45/394. Quotation date May 6. Rohtas Engineering Works (P) Ltd., 2096, Katra Khushal Rai, Kinari-Bazar, Delhi. Subject to GSA Defense Materials Services procedure. Loan No. 386-H-082. U.S. source.

■ Prime quality high carbon steel wire rods, carbon content 0.05% and above, for manufacture of prestressed concrete wire, $210,000. Loan No. 386-H-082. U.S. source. Quotation date May 7. Ref. No. DC/082/BDL/467.

■ Cold rolled steel strips, to SAE 1010, No. 2, regular bright finish, No. 3 slit edge, No. 4 temper, Rockwell B63 max., or Brinnel 94/99 at 500 kg. load, in coils of 600/800 lb. ea. having 16/18" i.d., 36" o.d., max., suitably oiled, coils packed in 6000 lb. gross max. coil groups, single paper wrapped, etc., gauge .036", tol. .002", width 3.200", tol. .005", 470,000 lb. Prices fas U.S. port, c&f Calcutta. Loan No. 386-H-082. U.S. source. Quotation date May 9. IL No. P/RM/003187/R/DL/18/S/D/18/45/263. Ref. No. DC/082/BDL/471. Sen & Pandit Industries, Ltd., Mercantile Bldgs., Lallbazar Calcutta 1. SBC-190.

● Steel sheet piles, 3,000 m.t. Tender No. H/Pur/2-104/64G, bid deadline May 12. Worldwide. Copies of tender documents from: Director, Purchase & Transport, River Valley Projects Dept., Gandak & Sone and Kosi Wing, New Secretariat Bldg., Latna, or at Calcutta office, P-34 Mission Row Extension, Calcutta, at non-refundable cost of $8.40 per copy.

JAPAN—Stainless steel scrap, turning quality (Ultra 18-8, Nasmi-100). Berko Co., Ltd. (importer-exporter), Dai Ni Yamato Bldg., 2 Umegae-cho, Kita Ku, Osaka.

■ **PAKISTAN**—Machine cast foundry pig iron, to AST MA-43-60; approx. analysis: Si 2.5-3.25%, Mn 1-1.25%, Su .05% max., C 3-4.5%; approx. $10,500. Ref. No. ICA:OSB:BKS/1532 EL 4. Pak Mechanical Engineering Co., Opp. Municipal Chief Store, Lawrence Rd., Karachi. Cable: SPUNCO.

■ M.s. billets, prime, to SAE 1020/1025; standard lengths 18 ft. and up with max. 10% shorts down to 10 ft. min; 2", 2½" square; heat mark stamps, accompanied by works test certificate; approx. $13,600. Ref. No. ICA:OSB-BKS/1532 EL 4. Punjab Pipes (Karachi), H/23 Landhi Industrial Area. Karachi.

■ Tinplate, electrolytic, gold lacquered, 107 lb. base weight and lighter, 19"x24" and larger. And/or 5 alternative sizes. descriptions; approx. $10,500. Ref. No. ICA:OSB:BKS/1501 EL 2. 100% U.S. flag vessel. United Iron & Steel Co., 56 Lawrence Rd., Near Immambara, Karachi.★

■ Electrolytic tinplates, prime, U/A. to U.S. QQ-T-425, 107 lb. base weight, 30 gauge, bright, soft temper; coating 0.25, 0.50, or 0.75 lb.; 18¾"x28" and/or 20"x30"; approx. $10,500; pig iron, to ASTM A-43-60, foundry grade FL-19, FL-21 or FL-23, machine cast; approx. $10,500. Ref. No. ICA/1523 EL 4. 100% U.S. flag vessels, prices per l.t. c&f Karachi, freight charges indicated separately, with full particulars of packing. Saad Co., Serai Rd., Karachi.

■ Pig iron, to ASTM A-43-60, foundry grade FL-19, FL-21 or FL-23, machine cast; approx. $10,500. Electrolytic tinplate, prime, U/A, to U.S. QQ-T-425, 107 lb. base weight, 30 gauge, bright, soft temper; coating 0.25, 0.50, or 0.75; 18¾"x28" and/or 20"x30"; approx. $10,500. Ref. No. ICA/1526 EL 4. 100% U.S. flag vessel, prices per l.t. c&f Karachi, freight indicated separately, full particulars of packing. Ferozuddin Sultan Ahmed, Serai Road, Karachi.

■ Pig iron, to ASTM A-43-60; approx. analysis: Si 3/3.5%, Mn. 5/1.0%, Ph .6/1.0, Su .05% max., C 3.0/4.0%; approx. $15,700. Ref. No. ICA:OSB:BKS/1529 EL 12. The Moghal Engineering Co., Ltd., Entrance Rd., Montgomery.

■ Machine cast foundry pig iron, to ASTM A-43-60; approx. analysis: Si 2.5-3.25%, Ph .30-1%, Su .05% max., Mn 1-1.25%, C 3-4.5%. Approx. $6,300. Ref. No. ICA:OSB:BKS/1529 EL 12. Amin Mill Stores, Nicol Rd., Karachi.

■ Electrolytic tinplate, to QQ-425; base weights 90, 95, 100, 107 lb.; coating .25, .50, .75, 1.25; various sizes; approx. $10.500. Ref. No. ICA:OSB:BKS/1529 EL 12. Prices per l.t. c&f Karachi, fob/fas cost and freight quoted separately; 100% U.S. flag vessel, steamer plying on direct Mediterranean route. F. G. Chunara, c/o Ebrahim Esmail Virji, 27 Lakshmi Bldg., Bunder Rd., Karachi 2.★

■ Electrolytic tinplate misprints, 0.25 coating, 107 lb. B.W. and lighter, 19"x24" and larger, unassorted. And/or electrolytic tinplate, 0.25 coating, 107 B.W. and lighter, 19"x24" and larger. And/or tinplate, electrolytic, prime, 0.75 coating, 107 B.W. and lighter; 18¾"x 28", 20"x30". And/or tinplate, electrolytic, prime coke, 1.25 coating, 107 B.W.; 18¾"x 28", 20"x30"; aporox. $10.500. Ref. No. ICA: OSB:BKS/1529 EL 12. 100% U.S. flag vessel. Bombay Steel Corp., Harchand Rai Rd., Haji Camp, Karachi. Cable: PRIMESTEEL, Karachi.

■ Electrolytic tinplate, 0.25 coating, bright, soft temper, 107/108 lb. B.W., 30 gauge, to U.S. QQ-T-425; 18¾"x28" or 20"x30"; approx. $10,500; c&f Karachi. Ref. No. ICA: OSB:BKS/1529 EL 12. Nasir Ahmed Vohra, 25 Cotton Exchange Bldg., McLeod Rd., Karachi.

To be financed by loan not yet authorized. U.S. source. National Bank of Pakistan, Local Office, Opp. Boulton Market, Bunder Rd., P.O. Box 4840, Karachi 2. Quotation date April 30. Tinplate subject to GSA Defense Materials Service procedure. SBC-187.

■ Galv. plain sheets, prime, commercial quality, 1.25 oz. coating, to A-93-58T; 8'x3'; BG 24, 26, 30; and/or m.s. plate, to A-415 or A-7, ¼"-½", 8'x4'; and/or CRCA sheets, prime, commercial quality, to A-366-58T, BG 24-30, 8'x3'; and/or black pipes, standard random length, threads and couplings per A/120 or A-53. $10,500; fas/c&f. Mill test certificates to accompany shipping documents. Prices per l.t., particulars of packing for each item to be indicated. fob/fas cost and freight quoted separately, 100% U.S. flag vessel. S/A No. 434873. Hamid & Bros., Marriot Rd., Karachi 2.

■ Galv. iron sheets, plain/corrugated, to ASTM A-361-59T, gauge 16-30, prime commercial quality, coating 1.25 per sq. ft.; m.s. sheets, prime commercial quality, pickled and oiled, to ASTM A-366-58T, gauge 16-30; m.s. plates, hot rolled, prime commercial to ASTM A-415-58T or regular quality, thickness 1/8"-2"; m.s. pipes, to ASTM A-120, dia. 1/2"-6"; $10,500. S/A No. 433496. Aligarh Cloth House, Qureshi Bazar, Bunder Rd., Opp. Kalikdina Hall, Karachi. Cable: same.

■ G.i. sheets, prime, commercial, zinc coating approx. 1.25 oz. per sq. ft., to ASTM A-361-59T. gauges 16-30; m.s. sheets, prime, commercial, pickled and oiled, to ASTM A-366-58T, gauge 16-30; m.s. plates, hot rolled, prime, commercial, to ASTM A-415-58T or regular quality, thickness 1/8"-2". $10,500. S/A No. 383982. G. M. Riaz Corp., 99 New Cloth Market, Bunder Rd., Karachi. Cable: same.

■ G.I. sheets, prime commercial quality, zinc coating approx. 1.25 oz./sq. ft., to ASTM A-361-59T, gauges 16-30; m.s. sheets, prime commercial quality, pickled and oiled, to ASTM A-366-58T, gauges 16-30; m.s. plates, hot rolled, prime, commercial, to ASTM A-415-58T or regular quality, thickness 1/8"-1"; m.s. pipes, to ASTM A-120, British dia. 1/2" through 6", threads and sockets; m.s. joists, ASTM A-7; 6x3", 7x4", 8x4", 10x5"; 30'-40'; $10,500. S/A No. 434916. Abdul Majid Chawla & Sons, Serai Rd., Karachi. Cable: same.

■ G.c. steel sheets, BG-26, prime, 1.25 oz. zinc coating per sq. ft., 10/3" corrugation, width 32" after corrugation, length 6'-10'; $10,500. S/A No. 324206. S. M. Zafar Alam, 850 Nazu Meah Lane, Boxirhat, Chittagong.

■ G.c. steel sheets, BG-26, prime, 1.25 oz. zinc coating per sq. ft., 10/3" corrugation, 32" wide after corrugation, length 6'-10'; galv. steel pipes, British and American threads, coupling on one end, to A-120, random lengths 18'-21', dia. 1/2"-4". $10,500. S/A No. 324106. Banu Old Iron Shop, Asadganj, Chittagong.

■ G.c. iron sheets, 1.25 oz. zinc coating/sq. ft., BG 26x32"x6, 7, 8, 9, 10 ft., each in equal amount; $10,500. S/A No. 296171. Syed & Co., 876 Asadganj Rd., Chittagong. Cable: KABIRBROS, Chittagong.

■ G.c. iron sheets, 1.25 oz. zinc coating/sq. ft., prime, BG 26x32"x6, 7, 8, 9, 10 ft., each in equal amount; $10,500. S/A No. 296630. Dey Chowdhury & Co., 211 Khatunganj, Chittagong. Cable: same.

■ Steel sheet, cold rolled, prime quality, 2'-4' wide, 6'-12' long, 12-30 gauge; g.p. sheets, prime, zinc coating 1.25, 2'-4' wide, 6'-12' long, 16-30 gauge; galv. wire, soft, bright finish, 8-20 gauge, one gauge per coil; $10,500. S/A No. 308784. 100% U.S. flag vessel. Abdul Ghani Chobdar, 11 Chowk Circular Rd., Dacca.

■ G.c. steel sheets, prime, 1.25 zinc coating/sq. ft., 10/3" corrugation, BG 26, any size, packed in bundles; approx. 43 L.T. S/A No. 100341. Sub-Divisional Cooperative Multi-Purpose Society Ltd., Kishoreganj, Mymensingh.

■ G.c. steel sheets, prime, 1.25 oz. zinc coating/sq. ft.; 10/3" corrugations, 5/8" deep, 32" wide after corrugation; BG 26x6-10 ft.; in hand bundles of 150/200 lb.; to ASTM A-361-59T; $10,500. S/A No. 314625. Jabber & Sons, 77 Kazimali Rd., Chittagong.

■ G.c. steel sheets, prime, 1.25 oz. zinc coating/sq. ft.; 10/3" corrugations, 5/8" deep, 32" wide after corrugation; BG 26x6-10 ft.; in hand bundles of 150/200 lb.; to ASTM A-361-59T; $10,500. S/A No. 317543 Rahaman & Bros., 275 Khatunganj, Chittagong.

■ G.c. steel sheets, prime, 1.25 oz. zinc coating; 10/3" corrugation, 5/8" deep, 32" wide after corrugation; 26 BG, length 6'-10'; to ASTM-A-361-59T; in hand bundles of 150/200 lb.; 100% U.S. flag vessel; approx. $10,500. Prices per l.t., fas plus freight, c&f Chittagong. S/A No. 314569. Ahmed Ali Chowdhury, Rajgonj, Comilla.

■ G.c. steel sheets, prime, 1.25 oz. zinc coating/sq. ft.; 10/3" corrugations, 5/8" deep, 32" wide after corrugation; BG 26x6, 7, 8, 9, 10 ft.; to ASTM A-361-59T; approx. $5,250; galv. plain steel sheets, prime, 1.25 oz. zinc coating/sq. ft., to ASTM A-361-59T; GSG 34. 3'x6'; approx. $5,250. S/A No. 324203. Mastafizur Rahman Chaudhury, 267 Nazir Rhmed Chowdhury Rd., Chittagong.

■ G.c. steel sheets, prime, 1.25 oz. zinc coating, 10/3" corrugation, to U.S. specifications, BG 24 and/or 26, 3'x6'-10'; $10,500. S/A No. 309537. Fas U.S. port, per l.t., ocean freight indicated, c&f Chittagong, 100% U.S. flag vessel. Mazi Brothers, 53 Korban Ali Lane, Reazuddin Bazar, Chittagong.

■ G.c. steel sheets, prime, 1.25 oz. zinc coating/sq.ft.; 10/3" corrugation, 5/8" deep, 32" wide after corrugation; BG 26x6-10 ft. in hand bundles of 150/200 lb.; to ASTM A-361-59T; $10,500. S/A No. 310317. Mian & Sons, South-West Askardighi, Chittagong.

■ G.c. steel sheets, 1.25 oz. zinc coating/sq. ft.; 10/3" corrugations, 5/8" deep, 32" wide after corrugation; prime, to ASTM A-361-59T, BG 26x6'-10', in hand bundles of 150/200 lb.; approx. $4,200; galv. steel pipes, British and American threads and sockets, random lengths 18-22 ft., to ASTM A-120, 1/2"-4"; approx. $3,100; m.s. plates, hot rolled, prime, mill edge, carbon .33% max., 4'x8', thickness 1/8"-1", to ASTM A-415-58T; approx. $3,100. S/A No. 317511. Sabrina Traders, 465/A Haji Nazumeah Lane, Patherghata, Chittagong.

To be financed by loan not yet authorized. U.S. source. Quotation date May 7. SBC-192.

■ Steel plate, hot rolled, carbon .33% max., to ASTM A-7; 8'x4'; thickness 1/8", 3/16", 1/4"; suitably packed for export. Steel sheets, cold rolled, commercial, to ASTM A-366-58T, annealed, pickled and oiled; 8'x3', 8'x4'; BG 16, 18; in waterproof paper lined metal containers of 6,000 lb. max., in skids; $10,500; c&f Karachi. Prices per l.t., particulars of packing indicated for each item, fob/fas cost and freight indicated separately; shipment U.S. flag vessel, steamer plying on direct Mediterranean route. S/A No. 434748. Shahbuddin K. Bhimani, Fakir Mohamed Durrakhan Rd., Opposite Piroo Hotel, Usmanabad, Karachi.

■ G.i. sheets, plain, commercial, to ASTM A-361-59T, zinc coating approx. 1.25 oz./sq. ft. both sides; 8'x3'; BG 24, 26, 30. M.s. sheets/plates, hot rolled, commercial, to ASTM A-415; thickness 1/8", 3/16", 1/4"; stainless steel sheets, type 18/8, finish 2B, cold rolled, annealed, pickled, non-magnetic; 8'/10'x3'/4'; gauges 16, 18, 20, 22; carbon steel, cold finished, bright shafting, to C-1018, length 18/22 ft., 1"-4"; $10,500. S/A No. 434792. Amin Mill Stores, Nicol Rd., Karachi 2. Cable: MILLPARTS.

■ G.i. plain corrugated sheets, to ASTM A-361-59T, prime, gauges 16-30, coating 1.25; HRCA and CRCA sheets, to ASTM A-366 and 415-58T, prime, gauges 16-30; m.s. plates, 1/8"-1 1/2", prime, to ASTM A-415-58T; m.s. joists, to ASTM A-7, 5x3" through 12x5"; $10,500. S/A No. 434859. Haji Amin & Co., 65 Moton Cloth Market, Opp. Memon Masjid, Bunder Rd., Karachi.

■ G.i. plain corrugated sheets, to ASTM A-361-59T, coating 1.25, gauges 16-30; HRCA and CRCA sheets, to ASTM A-366 and 415-58T, prime, gauges 16-30; m.s. plates, thickness 1/8" through 1 1/2", prime, to ASTM A-415-58T; m.s. joists, to ASTM A-7, 5x3" through 12x5"; carbon steel bars, standard ASTM specification, 1"-6"; $10,500. S/A No. 386320. Abdul Shakoor Haji Hashim, Acchi Kabar, Old Dispensary Rd., Mithadar, Karachi.

■ G.p. sheets, prime, commercial, 1.25 oz. coating, to A-93-58T, 8'x3', BG 24-30; m.s. plate, to A-415 or A-7, 8'x4', 1/8"-3/16"; galv. corrugated sheets, prime commercial quality, to ASTM A-93-58T; 6'x3', 8'x3', 10'x3'; BG 24, 26, 28, $10,500. Mill test certificate to accompany shipping documents. Prices per l.t., particulars of packing for each item to be indicated, fob/fas cost and freight quoted separately, 100% U.S. flag vessels. S/A No. 392580. Mahboob Corp., Rm. 221-B, Gordhan Das Market, Saleh Mohd St., Karachi.

To be financed by loan not yet authorized. U.S. source. Quotation date May 7. SBC-189.

■ G.p. sheets, prime, commercial, 1.25 oz. coating, BG 24-30, to ASTM A-93-58T; g.c. sheets, prime, commercial, 1.25 oz. coating, 10/3" corrugation, 8'x3', BG 24/26; $10,500. S/A No. 393314. H. Irshad Elahi, Fadoo Bldg., Bunder Rd., Karachi 2.

■ G.p. sheets, prime, 1.25 oz. zinc coating, Birmingham gauge, 8'x4' or 8'x3', BG 16-30, to A-361-58T; approx. $10,900. S/A No. 250615. Ahmedali Yousufali Rawalpindiwala & Sons, Marriot Rd., Karachi. Cable: STEELBEAMS.

■ G.p. sheets, prime, commercial, 1.25 oz. coating, to A-93-58T, 8'x3', BG 24/26 and 30; m.s. plates, to A-415 or A-7, 1/8"-1/2", 8'x4'. CRCA sheets, prime, commercial, to A-366-58T, BG 24/30, 8'x3'; $10,500; c&f Karachi. Mill test certificate to accompany shipping documents. S/A No. 429066. Empire House, 4 Lotia House, Bunder Rd., Karachi.

■ M.s. sheets, CRCA, suitable for enameling, deep drawing quality, to ASTM A-365-58; 8'x3' or 6'x3'; gauges 18, 24, 26, 28, 30, respectively 10, 15, 25, 140, 10 tons. S/A No. 370311. Mohamedi Utensil Products, Off Barness St., Near Old Haji Camp, Karachi. Cable: REROLL, Karachi.

■ G.i. plain sheets, 1.25 coating, ASTM A-361-59T; 8'x3'; gauges 24, 26, 30 or 31; m.s. sheets, CRCA, ASTM A-366-58T; 8'x3'; gauge 20 or 22; m.s. plate, 1/8"-3/4", ASTM A-415-58T or standard specifications; $10,500; c&f Karachi. S/A No. 344939. M. A. Gani & Co., Virginivas, Md. Feriz St., Khory Garden, Karachi.

■ G.p. sheets, prime, commercial, to ASTM A-93-58T; 8'x3'; BG 24/26 and/or 30; m.s. plates, to A-415 or A-7, 1/8"-1/2", 8'x4'; c.r. sheets, to A-366-58T, BG 24/30, 8'x3'; $10,500; c&f Karachi. Mill test certificate to accompany shipping documents. S/A No. 434767. H. Mohammad Hanif Mohammad Said & Co., 8 Green Bldg., A.M. No. 2, Frere Rd., Karachi.

To be financed by loan not yet authorized. U.S. source. Quotation date May 5. Prices per l.t., fob/fas cost and freight quoted separately, particulars of packing to be indicated, shipment 100% U.S. flag vessels. SBC-189.

■ G.i. plain sheets, coating 1.25, gauges 16-30, 8'x3', prime, to ASTM A-361-59T; m.s. sheets, CRCA, pickled and oiled. prime, 8'x3', gauges 16-30. to ASTM A-366-58T; m.s. plates, to ASTM A-415-58T. 1/8"-2"; $10,500. S/A No. 433436. Haji Abaali Abdul Karim, Ranchore Das Bldg., Mithadha, Karachi.

■ M.s. joists, 5x3 to 12x5, ASTM A-7; approx. $8,400; m.s. plates, 1/4"-1", ASTM A-415-58T; approx. $8.400; g.i. sheets, 16-30 G, ASTM A-361-59T, plain or corrugated; ap-

prox. $7,350; m.s. sheets, CR or HRCA, 12-30 G, ASTM A-366-58T; approx. $6,500. Prices per l.t., f.a.s., freight charges indicated separately. S/A No. 388488. Fairdeal Commercial Corp., Moolji Street, P.O. Box 5111, Karachi 2. Cable: FAIRCOM, Karachi.

■ G.p. sheets, 1.25 oz. zinc coating, commercial quality, to ASTM A-361; 8'x3'x24-30 BG; banded on wooden skids of approx. 6,000 lb. G. c. sheets, 1.25 oz. zinc coating; 10/3" corrugations, 5/8" deep, 32" wide after corrugation; to ASTM A-361-59T; 8'x3'x24-30 BG; in unwrapped lifts of 6,000 lb.; $10,500; c&f. S/A No. 434699. M. H. Khan & Bros., Clayton Road., Opp. Hyderabad Conoly, Near Jail, Karachi, Cable: same.

■ G.i. plain sheets, gauge 24/30. coating 1.25, prime quality, to ASTM A-361-59T; m.s. sheets, CRCA, pickled and oiled, 16/30 gauge, prime, ASTM A-366-58T; approx. $13,450. S/A No. 389595. M. Esmailjee & Sons (Sistanwala), McLeod Rd., Karachi.

■ G.p. sheets, commercial, 1.25 oz. zinc coating, bright, soft, to ASTM A-361-59T, any standard sizes, BG 16-30; m.s. sheets, commercial, soft, CRCA, pickled and oiled, to ASTM A-366-58T, 6'x3' and/or 8'x3', BG 16-30; m.s. plates, soft, commercial, to SAE 1010 or ASTM A-415-58T, 8'x4' and/or 5'x10', thickness 1/8"-2"; c&f; $10,500. S/A No. 430642. Shabbir Hussain & Co., 6A Lotia Chambers, 1st Floor, Nicol Rd., Karachi.

To be financed by loan not yet authorized. U.S. source. Quotation date May 5. SBC-189.

■ G.c. sheets, commercial coating 1.25 oz., 10/3" corrugation, 32" wide, lengths from 72 to 120", packed in hand bundles of 150/200, size 6x3', 7x3', 8x3', 9x3', 10x3', $10,500. S/A No. 314260. A Kranam Agencies, 57, Sadarghat Rd., Chittagong.

■ Standard black pipe, lengths 18/22 ft. in mill bundles, American threads and sockets, 5" dia., higher, seamless, $10,500. S/A No. 295584. Ikram & Co., Kakrail, Dacca 2.

■ Galv. iron/steel corrugated sheets, 1.25 oz. zinc coating, 10/3" corrugation, 6 to 10', 26 BG, $8,400; galv. iron/steel pipes, British threads and sockets, random lengths of 18 to 25', 1½" dia., 2, 3" dia., $2,100. S/A No. 308271. Abdul Ghafoor & Bros., 7, Amir Market, Chittagong, Cable: Same.

■ Galv. plain sheets, prime, 1.25 oz. coating, 10 to 36 BG; G.c. steel sheets, prime, 1.25 coating, 10/3" corrugation, 5/8" deep, 32" wide size 3x6/10', 24, 26 BG; galv./black steel pipes, British threads & sockets, in American Standard weights, random lengths 18/20', above, ½ to 12" dia., mild steel plates/sheets, commercial, hot rolled, shipped loose, 0.33% max. carbon; m.s. angles, hot rolled, commercial, various sizes; m.s. steel sheets, hot/cold rolled mill edge, oiled, pickled, gauges 10 to 30 BG, $10,500. S/A No. 315192. M. A. Quader, C.P.O. & Vill, Addabazar, Comilla.

■ G.c. steel sheets, prime, 1.25 oz. zinc coating, 10/3" corrugations, 5/8" deep, 32" wide, packed in hand bundles, 150/200 lb, to ASTM-A-361-59T, BG 26x6, 7, 8, 9, 10', approx. $6,300; galv. steel pipes, British threads & sockets, random lengths from approx. 18 to 22', to ASTM-A-120, 1½" dia., $4,200. S/A No. 149728. Md. Rafique Chowdhury, 258, Khatunganj, Chittagong.

■ G.p. sheets, prime, 1.25 oz. coating, size 6x3' or 8x4', 31, 32, 34 British gauges, $5,250; g.c. iron sheets, 1.25 coating, prime, 10/3" corrugations, size 6-8', 26 BG, $5,250. Rates should be broken up to fas, freight, indentor's commission. S/A No. 306036. Elahee Buksh & Co., Ltd., 126, Sadarghat Rd., Chittagong. Cable: CARTRIDGES.

■ Open hearth hot dipped galv. corrugated steel sheets, commercial, 1.25 oz. sq. ft., coating, 10/3" corrugation, 5/8" deep, 32" wide, $10,500; or, American standard continuous buttweld steel pipe, British threads, couplings, single random lengths, ASTM A-120, nominal dia., ½"-4"; $10,500. Shipment 100% U.S. flag vessel. S/A No. 317781. Gunnu Meah & Co., Vill. Barashat, P.O.M. Ali's Hat, P.S. Anwara, Chittagong.

■ Open hearth hot dipped galv. corrugated steel sheets, commercial, 1.25 oz. sq. ft., coating, 10/3" corrugation, 5/8" deep, 32" wide, size 3x6'-10', gauge 24, 26 BG, $10,500. Shipment 100% U.S. flag vessel, S/A No. 310114. Azim Jewellers, 338, Betaliganj, Chittagong.

■ M.s. pipes, American threads & sockets, in random lengths 18 to 25'; galv. iron/steel corrugated sheets, 1.25 coating, 10/3" corrugations, 6 to 10' lengths, 26 BG, $4,200. S/A No. 312976. Chittagong Silk House, 232 Nawab Serajudaula Rd., Chittagong. Cable: SILK.

■ G.c. iron sheets, commercial coating, 1.25, 10/3" corrugation, 32" wide, lengths 72 to 120" to order, packed in bundles 150/200, size 6x3; 7, 8, 9, 10x3", $10,500. S/A No. 316049. Matin Foot Wear, 168/13, Refiuddin Siddique Rd., Reazuddin Bazar.

■ G.c. iron sheets, 1.25 coating, prime, 10/3" corrugation, 26 BG, size 3x6', 3x10', $10,500. S/A No. 314098. Abdul Hossain, 259, Khatungonj, Chittagong.

■ G.c. steel sheets, prime, 1.25 oz. coating, 10/3" corrugation, 5/8" deep, 24 or 26 BG, 6 to 10', $10,500. S/A No. 306931. Badsha Meah, Halishahar, Chittagong. Shipment required on 100% U.S. flag vessel.

■ Galv. iron corrugated sheets, prime, 1.25 oz. coating, 10/3" corrugation, gauge 26, size 3x6' to 3x10', $10,500. S/A No. 301178. Kamaluddin & Bros., 381, Bakshirhat, Chittagong.

■ Standard black pipe, lengths 18/22 ft., in mill bundles, American threads & sockets, 5" dia., higher, seamless, $10,500. S/A No. 295585. Hossain Bros., Harinarayanpur, P.O. Maijdee Court.

■ Galv. iron/steel corrugated sheets, 1.25 coating, 10/3" corrugations, 6 to 10', 26 BG, quantity 75% of total; galv. iron/steel pipes, British threads & sockets, random lengths 18 to 25', 1, 1½, 2" dia., quantity 12½% of total; m.s. plates 2nd/or sheets, prime, .33% max. carbon, to ASTM-A-415-58T, ¼, 3/16, 1/8", $10,500. S/A No. 314697. Jabbar & Co., Pathantooly, Chittagong. Cable quotations acceptable.

■ G.c. steel sheets, prime, zinc coating 1.25, coating both sides, in hand bundles of approx. 150/200 lb., or in skids of one ton each, size 26 BG, 10/3" corrugation, 32" width, 6 to 10' lengths, about 27 tons; galv. steel pipes with sockets, British threads, size 1½" dia., packed in bundles, about 25,000 ft. S/A No. 317812. Sher Mohamed Sowdager, 23, Quid-E-Millat Rd., Chittagong.

■ G.c. iron sheets, 1.25 coating, prime, 10/3" corrugation, size 6-10', 26 BG, approx. $7,300; galv. plain sheets, prime, 1.25 coating, size 6x3, 8x4', 26, 28, 30 BG, $3,150. Rates broken up to fas, freight, indentor's commission. S/A No. 299315. Mofizer Rahman, Chowdhury, 129, Darogahat Rd., Chittagong, E.

■ G.c. steel sheets, prime, 1.25 coating, 10/3" corrugation, 32" width, size 26 BG, 3x6/10', $10,500. S/A No. 309539. Imam Shariff, Halisahar, Anandabazar, Chittagong.

■ Galv. corrugated steel sheets, prime, 1.25 coating, 10/3" corrugation, 32" wide, 26 BG x 6, 7, 8, 9, 10' lengths, $10,500. S/A No. 3244115. Alam Corp., Mirzakhill, Satkania, Chittagong.

■ Galv. steel pipes, English threads, sockets, 1½, 1¼" dia., $5,250; g.c. steel sheets, prime, 1.25 coating, 10/3" corrugation, 32" wide after corrugation, 26 BG, 3x6, 9, 10', $5,250. S/A No. 312979. Saleh Mohammad Mansur, Bhatilakshmipur, P.O. & D.T., Faridpur.

■ G.c.i. sheets, 1.25 coating, 10/3" corrugations, prime, 3x6/10', 24, 26 BG; g.i. pipes, British threads, sockets, random lengths 18/22', above, sizes ½ to 10" dia., g.p. sheets, prime, 1.25 coating, size 6x3'x30 to 36 GSG, $10,500. S/A No. 308180. Haji Nur Sowdagar & Bros., Khatunganj, Chittagong.

All to be financed by loan not yet authorized. U.S. source. Quotation date May 6. SBC-188.

■ Galv. steel corrugated sheets, prime, 1.25 oz. coating, 10/3" corrugation, 5/8" deep, 32" wide, packed in hand bundles, to ASTM A-361-59T, BG 26x6, 7, 8, 9, 10', approx. $5,250; galv. steel pipes, British threads & sockets, random lengths 18 to 22 ft., to ASTM-A-120, 1½" dia., approx. $5,250. S/A No. 318186. Delwar Hossain Bros., 40, Darogarhat Rd., East Maderbari, Chittagong.

■ Galv. corrugated steel sheets, prime, 1.25 oz. zinc coating, 10/3" corrugation, 32" wide, lengths 6 to 10', BG 26, $10,500. S/A No. 310069. Khan Stores, Electric Lane, Reasuddin Bazar, Chittagong.

■ G.c. sheets, prime, 1.25 coating, 10/3" corrugations, 32" wide, 6 to 10' lengths, BG 26, $10,500. S/A No. 310235. New Star Trading Co., Khatunganj, Chittagong.

■ G.c. steel sheets, prime, 1.25 coating, 10/3" corrugation, 5/8" depth, 24 or 26 BG, 6 to 10', $10,500. Shipment 100% U.S. flag vessel. S/A No. 323434. Sahara Trading & Co., Sonapur Bazar, P.O. Ramganj, Noakhali.

■ G.c. steel sheets, prime, 1.25 coating, 10/3" corrugation, 32" wide, lengths 6 to 10', BG 26, $10,500. S/A No. 275269. Matiar Rahman Jahrul Haque, P.O. Lalmonirhat, Dis., Rangpur.

■ Galvanized plain sheets, prime commercial quality, 1.25 oz. coating; 8'x3'/8'x4'x18/30 BG; ASTM A/93 or A-361-59T; 50 tons. CRCA sheets, 8'x3'/8'x4'x16/26 BG; ASTM A-366-58T; 50 t; m.s. plates, hot rolled, 8'x4'x 1/8"-1"; ASTM A-415-58T or standard; 60 t; Black seamless steel pipes, American standard weight, ¼"-12" size; ASTM A-120/A-53 or API 5L; 20,000 R. Ft. Prices per l.t., c&f Karachi, particulars of packing for each item to be indicated, fob/fas cost and freight quoted separately, 100% U.S. flag vessels. S/A No. 39002. To be financed by a loan not yet authorized. U.S. source. Quotation date April 29. H. Mushtaq Ahmad Sons & Co., Fadoo Bldg., Bunder Rd., Karachi 2. SBC-189.

■ Galv. corrugated steel sheets, 1.25 oz. zinc coating, prime quality, 10/3" corrugation; 3'x6'/10', 26 BG; $10.500. S/A No. 282482. Syed Ahmed & Sons, 241 Strand Rd., Chittagong.

■ G.p. sheets, 1.25 oz. coating; 3'x6'-10' and/or 4'x8'-10'; 16-31 BG, 31-36 USG; approx. $5,250. Black plain sheets, CRCA and/or HRCA; 12-30 BG; 3'x6'-10 and/or 4'x8'-10'; approx. $5.250; fas U.S. port, per l.t., ocean freight indicated, 100% U.S. flag vessels, c&f Chittagong. U.S. standard specifications. S/A No. 305186. The Metal Fabricating Works, 831 Asadganj, Chittagong.

■ G.c. steel sheets, prime quality, 1.25 oz. zinc coating; 10/3" corrugation, 5/8" depth, 32" wide after corrugation; to ASTM A-361-59T; 3'x6'/10'; 24, 26 BG; approx. $5,250; galv. steel pipes, English thread and coupling, American standard weight, ASTM A-120,

random length 18'-20'; ½"-2½"; approx. $5,250. S/A No. 284079. Greenland Traders, 45 Sholasahar, Chittagong.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

■ G.p. sheets, commercial prime quality, 1.25 oz. coating, to U.S. standard specification; 3'x6'-10'; 31 GSG, 26 BG; $10,500. S/A No. 301051. East Bengal Flour & Rice Mills, Hatkhola, Barisal.

■ M.s. round bars, prime merchantable quality, dia. 3¼"-14"; $10,500; c&f Chittagong. Prices per l.t., freight indicated separately, 100% U.S. flag vessel. S/A No. 270281. Meghna Engineering Works, Ltd., 680/A Jubilee Rd., Chittagong. Cable: AMRELIWALA.

■ G.c. steel sheets, prime, 1.25 oz. coating; 10/3 corrugation, 32" width after corrugation; 6'x7', 8'x9'-10'; 26 BG; $5,250; galv. steel pipe, British thread and socket, single random length 18', 22', seamless welded; dia. 1", 1½", 2"; $5,250.

■ G.c. steel sheets, 1.25 oz. zinc coating, prime quality, 10/3" corrugation, 3'x6'/10', BG 26; galv. iron/steel pipe, British threads and sockets, random length 18/25 ft. and above, 1-¼"x¾". $10,500. S/A No. 307497. Md. Ehsanul Hoque, Aliakbardail, Kutubdia, Chittagong.

■ G.c. steel sheets, prime quality, 1.25 oz. zinc coating, 10/3" corrugations, width 32" after corrugation, lengths 6'-10', BG 26; g.p. steel sheets, prime, 1.25 oz. zinc coating, width 36", length 72"; BG 30, USG 31, 32, 34; $10.500. S/A No. 260728. Umbrella Mfg. House, 100 Rafiquddin Siddiqui Rd., Chittagong.

To be financed by loan not yet authorized. U.S. source. Quotation date May 2. SBC-189.

■ Foundry pig iron, low phosphorus, FI-14, to ASTM A-43-60; approx. $41,700. Ref. No. FE/LC/OSB/43/16049/2537. Steel strips, flat, hot rolled, carbon, to ASTM A-425-58-T; mill edge; in coils having min. inside dia. 9", total weight each coil not exceeding 2,000 lbs.; .044"x2½", approx. $126,000; .044"x 3¼", approx. $42,000; .062"x3¼", approx. $21,000; .062"x4.62", approx. $21,000. Ref. No. FE/LC/OSB/41/16047. To be financed by loan not yet authorized. National Bank of Pakistan, Local Office, Dacca. U.S. source. Quotation date April 30. 100% U.S. flag vessel. The Mehar Industries (Pakistan) Ltd., 17 Hatkhola Rd., Dacca 3. SBC-187.

■ Pig iron, foundry grade, to ASTM A-43-60; analysis: C 3-4.50%, Su .05% max., Ph 0.5% max., Mn 1.25% max., Si 3.01-3.25%; $10.500. A. G. Tonky & Co., Nila Gunbad, Lahore.

■ Pig iron, to ASTM A-43-60; analysis: Si 3.0-3.5%, Mn .61/1.0%, Ph .7/1.0%, Su .05% max., C 3.0/4.0%; $10,500; c&f Karachi. Mohd. Yousaf & Co., Noor St., Railway Rd., Lahore.

To be financed by loan not yet authorized. National Bank of Pakistan, Local Office, Lahore. U.S. source. Quotation date April 28. Ref. No. FE/LC/OSB-77/6234. 100% U.S. flag vessel. SBC-187.

■ Pig iron, to ASTM A-43-60; analysis: Si 3.0/3.5%, Mn .61/1.0%, Ph .7/1.0%, Su .05% max., C ¾%; $21,000; c&f Karachi. 100% U.S. flag vessel. Sohale Allum & Co., 27 Anarkali, Lahore.

■ Foundry grade pig iron, to ASTM A-43-60; any standard U.S. specification acceptable; $10,500; fas and c&f. Niaz Din & Sons, Dina Nager Rd., Gujranwala.

To be financed by loan not yet authorized. National Bank of Pakistan, Local Office, Lahore. U.S. source. Quotation date April 29. Ref. No. FE/LC/OSB/78/6501. SBC-187.

■ Electrolytic tinplate waste waste, base weight 107 lb., 30 gauge, 18¾"x28" and above, to ASTM; approx. $21,000. Sh. Ghulam Ali & Sons, Ilmi Printing Press, 17 Hospital Rd., Lahore. Cable: KITABMAN, Lahore.

■ Foundry grade pig iron, to ASTM A-43-60; grades FL-17, 19, 21, 23; approx. $10,500; tinplate, prime coke, hot dipped coating, 30 gauge, 107 lb. base weight; 18¾"x28", 20"x 30"; electrolytic tinplate, prime, U/A, 107 lb. base weight, 30 gauge; coating 0.25, 0.50, 0.75 lb.; 18¾"x28", 20"x30"; $10,500; c&f Karachi. Tanvir Commission Shop, Railway Rd., Gujrat.

To be financed by loan not yet authorized. National Bank of Pakistan, Local Office, Lahore. Ref. No. FE/LC/OSB/81/6895. Quotation date May 2. 100% U.S. flag vessel. Tinplate subject to GSA Defense Materials Service procedure. SBC-187.

■ Galv. iron sheets, plain, corrugated, prime, zinc coating 1.25, to ASTM-A-361-59T, gauges 16-30; m.s. sheets, prime, commercial to ASTM-A-366/415-58T, pickled, oiled, 16-30 G; m.s. plates, hot rolled, prime commercial, to ASTM-A-415-58T, or regular quality, thickness ⅛"-1"; steel pipes, to ASTM-A-120, standard dai., ½" through 6"; m.s. joists, to ASTM-A-7, sizes 5x3" - 12x5", $14,900. S/A No. 434886. Haji Yusuf Haji Adamjee & Co., P.O. Box No. 4420, 6, Memon Masjid, Bunder Rd., Karachi, Cable: Same.

■ Galv. iron plain sheets, to ASTM-A361-59T, coating 1.25, size 8x3', 16-30 G; m.s. sheets, CRCA pickled, oiled, to ASTM-A-366-58T, size 8x3', gauges 16-30; m.s. plates, ASTM-A-415-58T, 8x4', thickness ⅛"-1", $10,500. S.A. No. 387127. S. Masood Ahmed, 17, Liaquat Market, Bunder Rd., Karachi, Cable: Same.

■ Galv. plain iron sheets, commercial quality, to ASTM A-361-59-T, zinc coating, approx. 1.25 oz., both sides, 8x3', gauges 24, 26, 30 BG. S/A No. 434768. Saleh Mohammed & Co., M. 34, Iqbal Cloth Market, Karachi. Cable: Same.

■ Cold rolled commercial steel sheets, to ASTM A-366-58T, size 8x3', gauges 18, 20, 22, 24 BG; hot rolled m.s. sheets, commercial, ASTM A-415, 8x4', thickness ⅛, 3/16, ¼", $10,500. G.i. plain sheets, to ASTM-A-361-59T, prime, coating 1.25, gauges 16-30; m.s. sheets, CRCA, ASTM-A-366-58T, prime, gauges 16/30; m.s. plates ASTM-A-415-58T, prime, thickness ⅛"-2", $10,500. S/A No. 434979. Ibrahim J. Dholkawala & Sons, 83, Memon Bldg., Sheldon Rd., Off Lawrence, Karachi, Cable: Same.

■ G.p. sheets commercial, ASTM A-361-59T, zinc coating, 8x3; gauges 24, 26, 30 BG; cold rolled commercial steel sheets to ASTM A-366-58T, size 8x3', G 18, 22, 24; hot rolled m.s. sheets, commercial, to ASTM A-415, size 8x4', thickness ⅛, ¼", $10,500. S/A No. 384976. Mohamed Ismail Mohammed Ashraf, Post Box 4809, P.M.A. Bldg., Nicol Rd., Karachi 2. Cable: ASHRAF.

■ Galv. plain sheets, 1.25 coating, 8x3x26, 30, 31 gauges, ASTM-A-361-59T, and/or m.s. sheets, CRCA, 8x3x20, 24, 26 ASTM-A-366-58T; and/or m.s. plates, ⅛, 3/16, ¼", 8x4, ASTM-A-415-58T or Standard specn., $10.500. S/A No. 434726. Dhedhi Bros., 20/21 Gordhandas Market, Karachi 2. Cable: DHEBROS. Prices per l.t., c&f Karachi, ocean freight separately.

■ G.i. plain sheets, 1.25 oz. zinc coating, ASTM A-361-59T, size 8x3'x24, 30, 31 gauges, and/or; m.s. sheets, CRCA ASTM A-366-58T, 8x3', 20, 22 G., and/or galv. iron wire, Standard specn., gauges 6-20, $10,500. 100% U.S. flag vessel, prices per l.t., c&f Karachi, Ocean freight separately. S/A No. 387324. A.G. Mussa & Co., B-5, Chagla St., Karachi 2.

■ G.i. plain sheets, 1.25 zinc coating, ASTM-A-361-59T, size 8x3', gauges 24, 26, 30, 31; and/or, m.s. sheets, CRCA, ASTM-A-366-58T, size 8x3, gauges 20, 22, 24; and/or m.s. plate, ASTM-A-415-58T or Standard specn., thickness ⅛", 3/16", ¼", $10,500. Shipment 100% U.S. flag vessel. Prices per l.t., c&f Karachi, ocean freight indicated separately, S/A No. 383799. M.E.A. Shakoor, 40 Motan Market, Bunder Rd., Karachi 2.

■ M.s. black sheets, cold rolled close annealed, pickled, oiled, bright finish, commercial, to ASTM A-366-61-T, sizes 8x3'x24, 25, 26, BG; g.p. sheets, 1.25 zinc coating, both sides, to ASTM-A-361, 8x3'x20 BG, $19,500. S/A No. 431856. Lotia Industries, B/45, SITE, Manghopir Rd., Karachi. Cable: RELIGION.

■ G.i. long wire in usual mills catchweight coils wrapped in tar paper and hessian with common regular zinc coating, tensile strength of 35/40 kg/mm2, suitable for manufacture of wire cloth in sizes 12, 14, 22, 24, 26, 28, 30 SWG, all equally assorted in terms of value of $21,000. Prices per l.t., c&f Karachi. S/A No. 430688. Keamari Docks, Ltd., Steel House, West Wharf Rd., Karachi.

To be financed by loan not yet authorized. U.S. source. Quotation date May 7. SBC-188.

PAKISTAN—M.s. billets; corrugated sheets; tin plates. Muslim Steel Re-Rolling Mills (manufacturer), Bagh Maqsoodan, Baghbanpura, G.T. Road, Lahore. WTD 3/27/64.

■ Foundry pig iron, to ASTM No. A-43-60, Si, not less than 2.5%, Su not more than 0.05%; $10,500; c&f Karachi; shipment 100% U.S. flag vessel. Ref. No. FE/LC/79/6502. Quotation date April 30. Jalal Din & Son, Kalu St., No. 23, House No. 16, Garhi Shahu, Lahore, W.

■ Hot rolled steel strips to ASTM No. A-303-58T, BG 12, 2 5/16", 3", BG 11, 3¾", 4⅞", 9", $10,500, c&f Karachi. Shipment 100% U.S. flag vessel. Ref. No. FE/LC/79/6502. Electrolytic tinplate, w/w, to ASTM U.S. Federal. QQ-T-425, gauge 30, size 24x18", larger, $10,500, 100% U.S. flag vessel. Subject to GSA Defense Materials Services procedures. Ref. No. FE/LC/79/6502. Electrolytic tinplate, w/w, to ASTM U.S. Federal. QQ-T-425, gauge 30, size 24x18", larger, $10,500, 100% U.S. flag vessel. Subject to GSA Defense Materials Services procedure. Ref. No. FE-LC/79/6502. Quotation date April 30. Mohammad Rafiq, Kalu St., No. 23, House No. 16, Garhi Shahu, Lahore.

■ Pig iron, to ASTM A-43-60, analysis, Si. 2.50/3.25, C 3.50/4.20. Mn 1% max, Ph .30/.70, Su 0.05% max, $10,500. Quotation date April 30. Akhtar & Co., Circular Rd., Gujranwala. Ref. No. FE/LC/79/6502.

■ Pig iron, to ASTM A-43-60 FM, Si 3.01-3.25%, Su 0.05% max., Ph 0.51-0.70%, Mn 1.01-1.25%; $10,500; 100% U.S. flag vessel. Quotation date April 30. M/s. Amritsar Engineering Co., Gondlanwala Rd., Lahore. Ref. No. FE/LC/79/6502-OSB No. 166.

All for National Bank of Pakistan, Lahore.

■ Electrolytic tinplate w/w, 0.50 coating, 107/108 lb. base weight or better, 18x24" and larger, 60 tons, to U.S. Federal Specn. QQ-T-425, 100% U.S. flag vessel. Prices per l.t., c&f Karachi. Ref. No. FE/LC/OSB/80/6732. Quotation date May 1. Mahboob Cloth House,

4, Sheikh Cloth Market, Rail Bazar, Lyallpur.

■ M.s. billets, standard, prime, lengths of 18 ft. or above, heat mark die stamped, accompanied by works test certificate, size 2x2″, Edition 1961, AISI CLOZO, rerolling quality, SAE 1020, $10,500, shipment 100% U.S. flag vessel. Ref. No. FE/LC/OSB/80/6732. Quotation date May 1. M/s. Commercial Traders, Badami Bagh, Lahore.

■ Prime electrolytic tinplate, export packed to U.S. Federal Specn. QQT-425, coatings .25, .50, .75, 1.25, base weights 100, 107, 90, 95, various sizes, $10,500, c&f Karachi. Prices per l.t., fob/fas cost quoted separately, shipment U.S. flag vessel, steamer plying on direct Mediterranean route. Subject to GSA Defense Materials Services procedure. Ref. No. FE/LC/OSB/80/6732. Quotation date May 1. Zeb Corn Products, Ltd., Peshawar City.

All to be financed by loan not yet authorized. U.S. source. National Bank of Pakistan, Local Office, Lahore. SBC-181.

■ Hot dipped coke tinplate, 1.25 coating, 18¾″x20″, 20x30″, 107 lb. assorted to size; and/or electrolytic tinplate, tin coating, 0.25, 0.50, 0.75, sizes 18¾c20″, 20x30″, U.S. Federal Specn., QQ-T-425, $10.500. Prices per l.t., packing should be indicated, fob/fas quoted separately, shipment 100% U.S. flag vessel. Quotation date April 28. Messrs. Dada Ltd., Jodia Bazar, Karachi 2. Cable: DALIM, Karachi. Ref. No. ICA:OSB:BKS/1448.

■ Machine cast foundry pig iron, analysis Si. 2.5-3.25%, Ph .30-1%, mn 1-1.25%, su .05% max., C 3.00-4.5%, to ASTM A-43-60; $10,500; c&f. Quotation date April 27. Jabirali & Co., Abigal St., Off Lawrence Rd., Opp. Nagaria Bldg., Karachi. Ref. No. ICA:OSB:BKS/1451.

■ M.s. billets, re-rolling quality to SAE 1020, 1025, sizes 2. 2½″ sq., $63,000. Quotation date April 27. Messrs. Pak Engineers (approved Government contractors), 1st fl., Aurangzeb Mkt., Office No. 20, Near Tajmahal Cinema, Bunder Rd., Karachi. Ref. No. ICA:OSB:BKS/1403.

■ M.s. billets, open hearth, prime, to SAE 1020, tensile strength 28/33 tons per sq., size 2, 2½″ sq., standard lengths of 18′ and above, with usual 10% shorts with works test certificate and heat mark, re-rolling quality, $10,500; c&f Karachi. Prices per l.t., packing indicated, fob/fas cost per l.t. and freight quoted separately. Shipment U.S. flag vessel, plying on direct Mediterranean route. Ref. No. ICA:OSB:BKS/1406. Quotation date April 27. M/s. Qadri Iron Works, Patale Bldg., Lawrence Rd., Karachi.

Above for loan not authorized. National Bank of Pakistan, Local Office, Opp. Boulton Market, Bunder Rd., Post Box No. 4840, Karachi 2. U.S. source. SBC-181.

■ Galv. corrugated steel sheets, 10/3 corrugation, 5/8″ deep, 32″ wide after corrugation, zinc coating 1.25 per sq. ft., lengths from 72″ to 120″, packed in hand bundles of 150/200 lb. net, size 26 BG, 3x6 to 10′; galv. pipes, American standard weight, ASTM A-120, random lengths from 18 to 22 ft., British threads and sockets, size ½, 1, 1½, 2″; $10,500. S.A. No. 314224. Huda & Co., 56, Jamal Khan Rd., Chittagong.

■ G.p. sheets, commercial, 1.25 oz. coating, in lifts of approx. 6.000 lb., to ASTM A-59T, gauge 14, 10%, 16. 45%, 18, 45%, size 8x4′. $10,500 C&F. S.A. No. 309323. Abdur Rashid & Co., 48/8, Ramkrishna Mission Rd., Dacca 3. Cable quotations accepted.

■ G.c. steel sheets, commercial coating 1.25 oz., 10/3″ corrugation, 5/8″ deep, 32″ wide after corrugation, to ASTM A-361-59T specn., size 3x6x10′, 24, 26, 28 BG; or seven alternatives, $10,500. Shipment 100% U.S. flag vessel. S/A No. 314152. Pakistan National Agencies Agencies, 108/3 Amir Market, Khatoonganj, Chittagong.★

■ G.c. steel sheets, 10/3″ corrugation, 5/8″ deep, 32″ wide after corrugation, zinc coating 1.25, lengths 72 to 120″ packed in hand bundles of 150/200 lb. net, size 26BG, 3x6 to 10′, $10,-500. S/A No. 269700. M.A. Razzaque and Co., 28, J.M. Sen Ave., Anderkilla, Chittagong.

All to be financed by loan not yet authorized. U.S. source. Ref. No. PC/CTG/MISC/OSB. Quotation date April 28. SBC-183.

■ G.c. steel sheets, prime, 1.25 oz. coating, 10/3″ corrugation, 32″ wide after corrugation, lengths 6 to 10′, BG 26, $10,500. S/A No. 260931. Quotation date April 30. M. Abdus Salam Chowhury, 240, Khantunganj, Chittagong.

■ G.c. steel sheets, commercial coating 1.25 oz., 10/3″ corrugation, 5/8″ deep, 32″ wide after corrugation, to ASTM-A-361-59T, 3x6 to 10′, 24 BG; 3x6 to 10′; or five alternatives, $10,500. Final contract will be made for either one or three items of equal value of license amount. Shipment on 100% U.S. flag vessel. S/A No. 310163. Muslim Stores, Hajigonj, Comilla.★

■ M.s. plates, hot rolled, to ASTM-415-A-58T, ½, 1, 1½, 2, 2½″, $5,250; G.c. steel sheets, prime, 1.25 oz. coating, 10/3 corrugation, 32″ wide after corrugation, to ASTM-A-361-59T, 26 BG, 3x6/10′, $5,250. S/A No. 289393. National Timber Trading Co., 355, Korbanigonj, Chittagong.

■ G.c. sheets, prime, 1.25 oz. coating, 10/3 corrugation, to ASTM-A-361-59T, 26 B.G.x3x6/10′. $10,500. S.A. No. 316057. Md. Sahajahan, 97, Reazuddin rd., Chittagong.

■ G.c. steel sheets, prime, 1.25 oz. zinc coating, 10/3 corrugation, 32″ wide after corrugation to ASTM-A-361, 26 BG, 3x6/10′, $8,400; G.c. steel sheets, prime, 1.25 oz. zinc coating per sq. ft., to ASTM-A-361-59T, 31, 32, 34 GSG, $2,100. Buyer has option to increase or decrease quantity of items and to drop any item at time of finalizing contract. S/A No. 308161. Haji Nurul Islam Khalifa, 313 Khatungonj, Chittagong.

■ G.c. steel sheets, commercial coating, 1.25 oz. coating, 10/3″ corrugation, 5/8″ deep, 32″ wide after corrugation, to ASTM-A-361-59T, 3x6/10′, 24 BG, 3x6-10′, 26 BG; or five alternatives, $10,500. Final contract will be made for any one of three items of equal value of dollar amount. Shipment 100% U.S. flag vessel. S/A No. 316225. Zafar Stores, W/B, 6-Feroze Shah Colony, Chittagong.

■ G.c. steel sheets, prime, 1.25 oz. coating, 10/3″ corrugation, 5/8″ depth, 32″ after corrugation, to ASTM-A-361-59T, 24, 26 BG, 3x6/10′, $5,250; galv. steel pipes, English thread and coupling, American standard weight, to ASTM-A-120, random lengths 18 to 20 ft. to ASTM-A-120, ½, ¾, 1½, 2, 2½, 1″, $5,250. S/A No. 315242. Khurshed Cottage Industries, 24 Andha Khana, Chowkbazar, Chittagong. Buyer has option to increase or decrease quantity of items and to drop any item at time of finalizing contract.

■ G.c. steel sheets, prime, 1.25 oz. coating, 10/3 corrugation, 32″ wide, to ASTM-A-361-59T, 26 BG, 3x6/10′. S/A No. 314184. Md. Ali Stores, 118, Station Rd., Chittagong.

■ G.c. corrugated sheets, commercial coating 1.25 oz., 10/3 corrugation, 5/8″ deep, 32″ wide, to ASTM A-361-59T, 24, 26 BG, 3x6/10′; or any of five alternatives, $10.500. Shipment 100% U.S. flag vessel. S/A No. 324139. Md. Yasin Chowdhury & Co., 267, Khatoonganj, Chittagong.★

■ G.c. steel sheets, commercial coating, 1.25 oz., 10/3″ corrugation, 5/8″ deep, 32″ wide, to ASTM A-361-59T, BG 24, 26, 3x6/10′, or six alternatives, $10,500. 100% U.S. flag vessel. S/A No. 308144. Mr. Ilyas & Bros., Kharunganj, Chittagong.

■ G.c. steel sheets, prime, 1.25 oz. coating, 10/3″ corrugation, 32″ wide, to ASTM A-361-59T, 26 BG, 3x6/10′; galv. pipe with sockets, English thread, prime, to ASTM A-120, ½, 1, 1½, 2, 2½″; galv. steel sheets, plain, prime, 1.25 oz. zinc coating, to ASTM A-361-59T, 3, 32, 34 GSG, $6,300; $2,100; $2,100, respectively. S/A No. 315211. Abul Kashem Chowdhury, 201 Khatunganj, Chittagong.

■ G.c. steel sheets, prime, 1.25 oz. zinc coating, to ASTM A-361-59T, 24, 26 BG, 3x6/10′, $10,-500. S/A No. 310219. Hameed Bros., 2, Ahsharaf Ali Rd., Chittagong.

■ G.c. steel sheets, prime, 1.25 oz. coating, 10/3″ corrugation, 32″ width after corrugation, to ASTM A-361-59T, 24, 26 BG, 3x6/10′, $10,-500. S/A No. 314042. Bazlur Rahman, Agrabad, Chittagong.

■ G.p. sheets, 1.25 oz. zinc coating, prime, U.S.G. 30, 31, 32, 34, 36x3x6′, total $10.500—$2,100 each gauge. S/A No. 305155. Pioneer Industrial Works, 68, Nandankanan, Chittagong. Cable quotations acceptable.

■ G.c. steel sheets, prime, 1.25 oz. coating, 10/3″ corrugation, 32″ wide, to ASTM A-361-59T, 26 BG, 3x6/10′; galv. steel pipes. with sockets, English thread, prime, to ASTM-A-415-58T, 1, 1½, 2, 2½″, $5,250 each. S/A No. 314099. Moklesur Rahman Sowdagar, 41, New Chaktai, Chittagong.

■ G.p. sheets, 1.25 oz coating, USG 34 x 3x6′, $10,500, C&F, S/A No. 268483. Ref. No. PC/CTG/1449. Ali Sheet Metal Fabricated Industries, 200/201, Khatunganj, Chittagong. Cable: OSICO.

■ G.p. sheets, 1.25 oz. coating, USG 28, 31, 34, 36, x 3x6′; galv. iron wire, soft, packed in coils, length BWG 20, 22, 24; m.s. plain sheets, CRCA, 3x6′, USG 26, 28, 24 x 4x8′, $10,500, S/A No. 296160. Ref. No. PC/CTG/417. Emrea Metal Industries, 876, Asadganj Rd., Chittagong, Cable: KABIBROS.

All to be financed by loan not yet authorized. U.S. source. Ref. No. PC/CTG/MISC/OSB, unless otherwise specified. Quotation date April 30. SBC-183.

■ G.c. steel sheets, prime, 1.25 oz. coating, 10/3″ corrugation, 32″ wide, 26 BG, 6, 7, 8, 9, 10′ lengths; galv. steel pipe, British threads and sockets, seamless welded, single random lengths 18 to 22′, dia. ½, ¾, 1, 1½, 2″, $5.250 each. S/A No. 305452. Ref. No. PC/CTG/MISC/OSB. Globe Commercial Trading & General Stores, Chaumuhani Khan Saheb Market, Pathantooly, Chittagong.

■ Galv. flat, plain steel sheets, prime, 1.25 oz. coating. 16, 18, 20, 22, 24, 26, 28, 30, 31, 32, 34 USG, 3x6′. 4x8′ $10.500. S/A No. 310128. Ref. No. PC/CTG/447. A. Hakim & Co., North Nalspara, Chittagong.

■ G.c. sheets, prime, 1.25 oz. coating, 10/3″ corrugation, 32″ wide, 26 BG, x 6, 7, 8. 9, 10′ lengths, $10,500. S/A No. 305451. Friends Commercial Store, 757/A Pathantooly Rd., Chittagong.

■ G.c. sheets. prime, 1.25 oz. coating, 10/3 corrugation, 26 BG, 3x6/10′, to ASTM A-361-59T, $10,500. S/A No. 314172. Delwar Hossain, 118, New Chaktai, Chittagong.

■ Galv. corrugated steel sheets, 1.25 oz. coating, prime 10/3″, BG 26 x 6/7/8/9/10 ft. length. $10,500. S/A No. 316203. Azad Stores, Chandraganj, P.O. Chandraganj, Dt. Naokhali.

■ G.c. steel sheets, commercial coating 1.25 oz. coating 10/3″ corrugation, ⅝″ deep, 32″ wide, to ASTM-A-361-59T, 3x6-10′, 24, 26, 28 BG; or six alternatives. $10,500. Shipment 100% U.S. flag vessel. S/A No. 324110. Sowdagar Agency, Sharaipara, Dacca Trunk Rd., Pahartali, Chittagong.

Bid deadline for all above April 28. Ref. No. PC/CTG/MISC/OSB.

■ Galv. corrugated iron (steel) sheets, new prime quality, commercial coating 1.25 oz., 10/3″ corrugation, ⅝″ deep, 32″ wide, to U.S. Mills standard, 26 BG, 3x6 to 10′, $10,500. S/A No. 308221. Ref. No. PC/CTG/MISC/OSB. Quotation date May 2. Ahmed & Sons, P.O. Nur Ali Meah's Hat, Via Katirhat, Chittagong.

All to be financed by loan not yet authorized. U.S. source. SBC-183.

SOUTH AFRICA—Cold drawn tubing suitable for honing out, making hydraulic cylinder barrels for pressures up to 2000 lb./sq. in.; tolerance in bore minus 0.006″-0.010″ as drawn, to enable honing out plus 0.001″ minus 0.000″; random lengths 20′-25′; bore x o.d. sizes: 2″ x 2½″, 2½″ x 3″, 3″ x 3⅝″, 3½″ x 4⅛″, 4″ x 4¾″, 4½″ x 5¼″, 5″ x 5¾″, 6″ x 7″; required in lots of at least 25 each size. Tangent Engineering Co. (manufacturer), 90 End St., Johannesburg. WTD 3/18/64.

SWEDEN—Steel ship cables; steel ship plate. Direct purchase and agency. A. G. Lange & Son AB, Sodergatan 28, Malmo C.

● **TURKEY**—Wire rope, 11 items, various sizes, quantities; total 10,1000 meters, ref. 14-EB/2120; 9 items, various sizes, total 11,850 meters, 14-MB/1097; 7 items, various sizes, total 23,930 meters, 14-KP/198; 4 items, various sizes, total 1641 meters, 14-EKM/56; 600 meters 16 mm dia., 14-KK/380; 3,000 meters, 33 mm dia., 14-MB/1097/A. Tender 14-UM/91, bid deadline May 5. Etibank, Sihhiye, Ankara.★ (Telephone: 202-WO 7-2363).

332 Iron, Steel Foundries

● **IRAQ**—Cast iron pipes for underground water. Bid deadline April 28. Quantity of pipe includes 1.000 meters of 18″ dia., 200 meters each of 16″ and 15″ dia. Terms and specifications available from Baghdad Water Supply Administration, Baghdad for ID 7.500 ($21) plus air mail charges to U.S. One copy for review only in Building Materials & Construction Industries Division, BDSA-306, U.S. Department of Commerce, Rm. 4012, Washington, D.C. 20230. (Telephone: 202-WO7-3601).

333 Primary Smelting, Refining of Nonferrous Metals

■ **INDIA**—Commercial quality copper pipes, soft annealed in various sizes for mill imbibition; power transmission roller chains in various sizes with connecting and offset links, two each connecting and offset links for every three meters of chain or for every 10 ft. of chain; Allen type hexagon socket head screws, having tensile strength of 32 tons per sq. in. or more, in B.S.W. standard threads, various sizes and quantities; oil mist lubricator for lubricating bearings of suspension of sugar centrifugals, capacity about 12 to 16 oz. of oil, with condensing nipples; c&f Bombay. Loan No. 386-H-055 (DLF 217). Ref. No. 65(35)/62-Aid.III. IL No. A-596000/61/AU-DW-CCI/HQ/RM. U.S. source. Quotation date May 1. Walchandnagar Industries, Ltd., Construction House, Ballard Estate, Bombay 1 (BR). Cable: WALSAKHAR. SBC-182.★

■ **KOREA**—Zinc slabs, prime Western grade, 99.5% min. zn., approx. 32 m.t. Ref. No. FFO-SAI-4-124. Federation of Korea Non-Ferrous Metal Industry Cooperatives, No. 94, 2-Ka, Ulchi-ro Chung-Ku, Seoul.

■ Zinc slabs, special high grade, 99.99%, containing not over 0.007% lead, 0.005% iron, 0.005% cadmium, no aluminum; or alternatively high grade zinc slabs containing at least 99.5% up zn., approx. 30 m.t. Ref. No. FFO-SAI-4-114. International Chemical Co., Ltd., No. 644 Bumil Dong, Pusan. Cable: INCHEMICO, Seoul.

■ Zinc slab, Zn. 99.5%, up to 99.99%, approx. 16 m.t. FFO-SAI-4-115. Kyungsung Rubber Co., Ltd., 212 Jang Jai Dong, Kunsan.

Quotation date for above three items April 29.

■ Zinc slabs, special high grade, 99.99%, 99.5% zn. min., approx. 30 m.t. Quotations must show fob price, c&f or cif Pusan/Inchon. Ref. No. FFO-SAI-4-105. Tong Shin Chemical Products Co., Ltd., No. 36 Moonraedong, 2-Ka, Yongdongpo-Ku, Seoul. Cable: EUNSUNG SEOUL.

■ Zinc slabs, min. 99.5% up Zn., approx. 35 m.t., FFO-SAI-4-106. Far East Chemical Ind. Co., Ltd., 667 Chungpo-dong, Pusanjin-Ku, Pusan.

Quotation date April 28.

■ Zinc slabs, special high grade 99.99% min. zn., containing not over 0.007% lead, 0.005% iron, 0.005% Cadmium, no aluminum, approx. 28.2 m.t. Ref. No. FFO-SAI-4-128. Tae Hwa Chemical Co., 109 Dangkam-Dong, Pusanchin-Ku, Pusan.

■ Zinc slabs, zn. 99.99% min., approx. $15,-000. Ref. No. FFO-SAI-4-129. Hankuk Dry Battery Industrial Cooperatives, 32, 1-ka, Chungmu-ro, Chungku, Seoul.

Quotation date April 30. All for PA No. 489-901-456-4202. Limited worldwide (901). SBC-185.

■ Aluminum ingot, 99.5% up, 20 m.t. Ref. No. FFO-SAI-4-125. Gold Star Co., Ltd., The Hanil Bldg., 116 Ulchi-Ro, 3-Ka, Choong-Ku, Seoul. Cable: GOLDRADIO, Seoul.

■ Aluminum ingot, 99.5% up, 20 m.t. Ref. No. FFO-SAI-4-116. Lucky Chemical Co., 2nd fl., The Hanil Bank, Eulchi Bldg., P.O. Box 314, Kwang Hwa Moon, Seoul. Cable: FOURCLOVER.

■ Virgin aluminum ingots, 99.5% min. al., approx. 40 m.t. Ref. No. FFO-SAI-4-117. Federation of Korea Non-Ferrous Metal Industry Cooperatives, No. 94, 2-Ka, Ulchi-ro, Chung-Ku, Seoul.

Quotation date for above three items April 29.

■ Aluminum ingot, al. 99.5% up., approx. 15 m.t. Ref. No. FFO-SAI-4-107. Quotation date April 28. Korean Rubber Industrial Association, Tongmyung Bldg., Rm. 603, No. 50-5 Sokong-Dong, Chung-Ku, Seoul.

■ Virgin aluminum ingot, 99.5% min, al., 33 m.t. Ref. No. FFO-SAI-4-132. Quotation date May 2. Korea Farm Tool Industry Cooperatives, No. 123, 1-ka, Do-Dong, Chung Ku, Seoul.

All for PA No. 489-901-456-4202. Limited worldwide (901); cif or c&f Pusan/Inchon, 100% U.S. flag vessel. SBC-185.

335 Rolling, Drawing, Extruding of Nonferrous Metals

● **BURMA**—Aluminum sheet 300 LT, 3 different sizes, 99-99.5% pure, hard quality. Bid deadline April 30, Tender No. 36/05/63-64 (P). People's Stores Corp., c/o Chief of Economic Division, Prome Rd., Rangoon.★ (Telephone: 202-WO-7-2181).

● **GREECE**—Supply of 20,239 yd. lead-covered junction cable, 750 pairs, conductors, 0.8 mm. dia. Tender No. 6310, bid deadline May 19. Hellenic Telecommunications Organization, Ltd. (OTE), Supply Dept., 20 Patission St., Athens.★ (Telephone: 202-WO 7-6212).

● **IRAN**—450 tons electrolytic copper cathodes. Bid deadline June 6. The Ministry of War, Edareh Taslihate Artech, Tehran.★ (Telephone: 202-WO 7-2162).

● **PAKISTAN**—Supply of 592,830 yd. lead-covered armored telephone cable. Tender No. PUR.3-8/64/544, bid deadline May 4. Mr. F. Rizwi, Purchase Coordinating Officer, Block No. 48-A T&T Directorate General, Shahrah-e-Iraq, Karachi.★ (Telephone: 202-WO 7-2162).

SINGAPORE—Copper tubes, half hard; conforming to BSS 659/1955, in lengths of 20 feet. Requests replies from manufacturers, quotations CIF Singapore. Prices must be competitive. The New Great Wall Co. (importer, wholesaler, indent agent), 49 Middle Rd., P.O. Box No. 23, Queen St. Post Office, Singapore 7. WTD 7/13/62.

● **TURKEY**—Supply of 820 yd. of lead-covered paper insulated underground cable; 36,211 yd. of low-tension 1 kv armored cable. Tender No. 3001-457, bid deadline April 27. Materials Purchasing Dept., Turkish Maritime Bank, Bahcekapi-Instabul.* (Telephone: 202 WO 7 2162).

341 Metal Cans

★★ VENEZUELA—Trade Mission

Containers for oxygen and acetylene. Oxigeno Carabobo, C.A., Calle Michelena 92-C-152, Maracay. NCIA. I.R. 140.

342 Cutlery, Hand Tools, General Hardware

FRANCE—Hand tools, all kinds. O.F.I.M.E.X. (importer, exporter, wholesaler), 11, Rue de Chateaudun, Paris 9.

MOROCCO—Furniture fittings, locks, hinges. Casa Ros (importer, wholesaler, retailer), 11, Mohamed V, Tetouan. WTD 12/26/63.

SOUTHERN RHODESIA—Trimmer sets for television sets; tool kits for auto electricians; television technicians' tool sets; special tools for wireless mechanics. Thames (Pvt.) Ltd. (hardware merchants), P.O. Box 942, Salisbury. WTD 3/25/64.

SOUTH AFRICA—Household hardware, shelf hardware, hand tools, accessories; kitchenware, kitchen tools and aids. Requests replies from manufacturers only. Direct purchase and agency. Arcus Bros. (Pty.) Ltd. (importing distributor), P.O. Box 1768, Cape Town.

SOUTH WEST AFRICA—Mechanics' hand tools; requests replies from manufacturers only. Rudolf Schuster (Pty.) Ltd. (importing distributor), P.O. Box 48, Windhoek.

SWEDEN—Barbers' equipment. AB Risor, Trollhattan. WTD 1/12/62.

General hardware, hand tools, accessories, garden tools, equipment, household articles. Halmstads Jarnvaru AB, Halmstad. WTD 4/5/63.

★★ VENEZUELA—Trade Mission

Representation for hobby craft and hand tools. El Turista, Edif. Republica, Plaza de la Republica, Maracaibo. NCIA. I.R. 76.

Hardware items: screws, wrenches, pincers, hammers. Ferreteria El Control, Calle Comercio 101-9, Valencia. NCIA. I.R. 137.

Distributorship for hardware. Salvatore So-

larno (Carpinteria Venecia), 4° Ave. No. 62-Barrio Sta. Rosa, Maracay. NCIA. I.R. 146.

343 Heating Apparatus, Plumbing Fixtures

See also SPECIAL TRADE LEADS on page 40.

FRANCE—Combination burners, gas and fuel. Requests replies in French. Equipment Thermique Automatique (manufacturer, dealer), 136 Blvd. de Charonne, Paris 20. WTD 3/18/64.

344 Fabricated Structural Metal Products

★★ GERMANY—Trade Mission

Aluminum window frames for assembly in Germany. Hermann Schaeler Bauunternehmen, Mecklenburgischestr. 50-56, Berlin-Schmargendorf. I.R. 128.

Distributorship or agency for aluminum products. Firm presently representing large U.S. aluminum manufacturer seeks non-conflicting lines. Geralco (sales agent for Alcoa in Germany, Switzerland, & Austria), Feuerbachstr. 14, Frankfurt. I.R. 48.

Exclusive agency for aluminum windows. I. Fa. H. E. Hoppe K.G., Friedensallee 48, Hamburg-Altona, I.R. 105.

■ **VIET-NAM**—Aluminum roofing, corrugated, mill finish, 100,000 sheets. Invitation No. 1173-18034. PA No. 430-691-000-4523. U.S. source. Central Purchasing Authority, P.O. Box H-5, Saigon. Cable: MAIDICH, Saigon. Bid deadline April 30. Specifications, conditions from Embassy of Vietnam, 2251 R Street, NW, Washington, D.C., Attn: Mrs. N. H. Quang. SBC-190.

349 Fabricated Metal Products

★★ VENEZUELA—Trade Mission

Tableware and utensils for cooking, serving, eating. L. Urdaneta & Co. S.A. Edif. Urdaneta, La Ciega, Ave. 2 (El Milagro) (No. 97-75), Maracaibo. NCIA. I.R. 69.

351 Engines, Turbines

■ **INDIA**—Steam turbine, 450 bhp, 1000 rpm, recommended spares; turbo boiler feed pump; stainless steel electrodes; intermediate reduction gear box; turbo alternator set; forged steel shafts. To Drawing No. E-1267M. Ref. No. 20(69)/63-AID.II. IL No. P/CG/2040711/R/DL/18/C/H/18/CG.III. Loan No. 386-A-032 (DLF 157). U.S. source. Quotation date May 15. Walchandnagar Industries, Ltd., Construction House, Ballard Estate, Bombay 1. Cable: WALSAKHAR, WALCHANDNAGAR. SBC-184.★

★★ VENEZUELA—Trade Mission

Outboard motors. Ferreteria El Control, Calle Comercio 101-9, Valencia. NCIA. I.R. 137.

352 Farm Machinery

NEPAL—Complete equipment for poultry farm having permanent flock of 3,500 Hampshire Reds, breeding flock of 18,000, growing flock of 18,000; to produce 630,000 eggs net a year, of which 126,000 are to be hatched; with facilities for slaughtering 9,000 birds a year and freezing 27,000 lb.; with provision for exploitation of feather and manure by-products and for miniature poultry service such as sale of small poultry farm units and technical guidance to peasants. Nepal Industrial Development Corp., Juddha Rd., Kathmandu.

★★ VENEZUELA—Trade Mission

Farm machinery, supplies for animal husbandry. La Casa Agricola Ave. 101 (Diaz Moreno), No. 97-47, Valencia. NCIA. I.R. 104.

353 Construction Equipment

■ **CHINA**—Tractor, one set, necessary accessories for normal operation. Price of tractor, dozer, ripper to be listed separately. Crawler type, diesel engine, spare parts. Shipment by U.S. flag vessel; c&f Keelung. Ref. No. BOC-00262. PA No. 484-700-000-253-4205. U.S. source. Quotation date April 29. Asia Cement Corp., 10, Yong Sui Rd., Taipei. SBC-190.★

ENGLAND—Track mounted loading shovels, 1 cu. yd., with 4-in-1 bucket. Agency and direct purchase. Moodyplant Ltd. (importer, sales agent, service organization), Wash Road, Shenfield, Near Brentwood, Essex. WTD 3/13/64.

FRANCE—Public works equipment, all kinds. Entreprise Campenon Bernard (contractor), 42 Ave. de Friedland, Paris 8. WTD 3/18/64.

★★ GERMANY—Trade Mission

Agency for earth moving equipment, cranes, concrete mixers and shovels. Baumaschinen Koenicke, Kaiserin-Augusta Allee 100, Berlin NW 21. I.R. 118.

Agency for construction machinery, equipment. Firm presently sells cranes, hoists, excavators, road building equipment. Peter Gries K.G. Nordallee 10, 5420 Oberlahnstein/Rh. I.R. 111.

Agency for small construction machinery and equipment in the $2500 range with special interest in street building equipment. Wilhelm Nobis, Brauweiler Weg 28, 5 Koeln-Muengersdorf. I.R. 131.

■ **INDIA**—Spare parts for earthmoving machinery, such as pistons, piston rings, fuel injector equipment; fileters and valves; service tool kits, various part Nos. and descriptions, Cummins, total $7,500. Ref. No. 64(23)/63-082/Aid(1). IL No. P/AD/2010291. Loan No. 386-H-082. U.S. source. Quotation date May 12. Blackwood Hodge, India, Private, Ltd., 139, Beliaghata Rd., Calcutta 15. SBC-184.

■ 5 ton tower cranes, 2, with horizontal jib; spares for 5,000 hrs. operation, 1 lot. Ref. No. D/ENQ/973. Tender No. SR-6/364-P/II. fee $2.10, not refundable. U.S. source. Bid deadline May 6. Specifications may be obtained from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. SBC-186.

■ Spare parts for Caterpillar D8 tractor, Serial No. 46A6315, various part Nos., including turbocharger assembly, 100 elements, sprocket assembly, track group. Ref. No. 41(768)/61.AID.II. IL No. 989746/DLF.157/61/HQ/CG. III. Loan No. 386-H-032(DLF 157). U.S. source. Quotation date May 1. Bolani Ores, Ltd., Chartered Bank Bldgs., Calcutta 1. SBC-182.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

NETHERLANDS—Electric fork lift truck with a capacity of 10 tons and upwards. Trade Opportunities Staff, BDSA-111, Rm. 4203, Box NETH-133, Department of Commerce, Washington, D.C. 20230. WTD 3/9/64.

★★ VENEZUELA—Trade Mission

Back hoes, scrapers, heavy construction equipment; used, rebuilt tractors size D-8 or D-9. Obras Y Caminos, Galeria Bolivar, Primer Piso, Od. No. 3, Caracas. NCIA. I.R. 184.

354 Metalworking Machinery

See also SPECIAL TRADE LEADS on page 40.

GERMANY—Pipe cutters for cast-iron, clay piping. Direct purchase and agency. Fritz Wegner (importer, sales agent), Osterbekstrasse 43, Hamburg 22. WTD 2/20/64.

■ **INDIA**—Knife grinders, size 72″, with adjustable tension for accurate alignment and clamps every 6 inches, bar to rotate through 55 degrees with accurate horizontal and vertical adjustments, automatic traverse system, adjustable for setting any lengths of blades, cooling by spray mist, air compressor, suitable single phase, 230-250 v., 50 cycles electric motors; 6 nos. knife grinder, size 100″, same as above; essential spares as recommended by the manufacturer. Ref. No. 63(295)/63-082/Aid(1). IL No. P/EI/9010304/R/DL/18/M/D/1. Loan No. 386-H-082. U.S. source. Quotation date May 6. The East Asiatic Co., India, Pvt., Ltd., 16, First Line Beach, Madras 1. Cable: MANDARIN, Madras. SBC-182.

■ Form die, Benz Nos. 3120383810, 3210331801, Drawings C-410023-1, 2A, 3 Nos. each; alloy plating racks, sizes 2A, 3A, 50 Nos. ea.; oil packet tool for Perkins, T4-410142-1, Burr corner tool, B-410072, special small tool for Benz, T18-410143-1, C-410143-2A, 25 Nos. ea.; c&f Madras. Ref. No. 65(82)/63-082-Aid.III. IL No. P/RM/2131540/R/DL/18/C/H/17-18. Quotation date May 8. Bimetal Bearings, Ltd., Huzur Gardens, Sembiam, Madras 11, S. Drawings, specifications, additional information from Cleveland Graphite Bronze, 17000 St. Clair Ave., Cleveland, Ohio.

■ Traction type fluid couplings, size 12.2, 6 each, 14.5, 10 ea., 17.5, 6 ea., 21.00, 2 each. Couplings to be straight in-put and out-put shaft; electric resistance welded mechanical steel tubing, flash removed inside and out, random lengths of 17/24 ft., 6″ o.d. x 3/16″ thick 10,000 ft., 5½″ o.d. x 3/16″ thick, 5,000 ft.; transmission roller chain for drives, with connecting cranked links, ¾, 1, 1¼″ pitch, 300 ft. each; connecting links, cranked links, 30 each. Ref. No. 65(69)/63-082-Aid.III. IL No. P/RM/2131029/R/D/18/C/H/17-18. Quotation date May 10. The Elecon Engineering Co., Ltd., Vallabh Vidyanagar, Dist., Kaira, Gujarat State. Cable: ELECON, VALLABHVI-DYANAGAR.

Both for Loan No. 386-H-082. U.S. source. SBC-186.

■ Components for sugar machinery, including double reduction gear box, triple speed reduction gear box, electrodynamic variable speed drive for cane carrier, each drive complete with accessories, spares, friction discs, 100 Nos., all to certain duty conditions; c&f basis. Ref. No. 1(11)/64-082-Aid.III. IL No. P/RM/2133156/R/DL/18/CH/17-18. Loan No. 386-H-082. Quotation date May 2. Walchandnagar Industries, Ltd., Construction House, Ballard Estate, Bombay 1, BR. Cable: WALSAKHAR WALCHANDNAGAR. Single copies of drawing from Office of Small Business, Agency for International Development, Rm. C-118, 1711 New York Ave., NW., Washington, D.C. SBC-186.

■ Grinding machine with motor and starter, capacity 15 to 18 m.t. per hr.; elevator with motor and starter; vibrating or sliding screen;

mixer machine; De-airing auger machine; gear driven automatic wire cutter; conveyor; C.I. friction press; pipe machine with dies; all with motors and starters; cif or c&f Calcutta. Ref. No. 20(68)/63-AID-II. IL No. P/CG/2040599/R/DL/16/C/H/16/CG.IV. Loan No. 386-H-032 (DLF-157). U.S. source. Quotation date May 7. Harry Refractory & Ceramic Works Private, Ltd., 200 Rabindra Sarani, Calcutta 3. SBC-182.★

★★ NEW ZEALAND—Trade Mission

Manufacturer of metal products seeks machinery for manufacture of expanded metal 7 wire lath out of aluminum and black galvanized steel sheet heaving 1,000 fm per annum capacity. Also wire knitting machine, including galvanizing unit that can make 3,000 tons of 1", 1½" and 2" wire mesh per year. Adams Products Ltd., Wairau Road, Takapuna, Auckland, N.Z. I.R. 220.★

SOUTHERN RHODESIA—Trimmer sets for television sets; tool kits for auto electricians; television technicians' tool sets; special tools for wireless mechanics. Thames (Pvt.) Ltd. (hardware merchants), P.O. Box 942, Salisbury. WTD 3/25/64.

● **SUDAN**—Open front press 75-80 ton capacity, 40 stroke/min. Contract No. 3018, bid deadline May 5. Worldwide procurement. Sudan Government Purchasing Agent, 3-5 Cleveland Row, St. James's, London S.W.I.★ (Telephone: 202-WO 7-5652).

TURKEY—Swaging machines for manufacture of pen barrels and caps. Scrikss Maden ve Plastik Sanayii A.S. (importer, manufacturer), Guzel Han No. 12, Sirkeci, Istanbul. WTD 3/24/64.

★★ VENEZUELA—Trade Mission

Machinery to produce expanded metal wider and heavier gauge than 2½ meters by 5 mm. Continuous roll galvanizing equipment; steel strips. Fanamec, C. A. Ave. Gonzalez Rincones No 175—La Trinidad, Baruta Caracas. NCIA. I.R. 29.

355 Special Industry Machinery

See also SPECIAL TRADE LEADS this page 40.

FRANCE—Cream separators, sterilizing machinery. Requests replies in French. Ets. Goavec (manufacturer), 76bis, rue des Tisons, Alencon (Orne).

Woodworking machine of special type (power-driven, electric current of 50 cycles, 3-phases, 220/380 v.) designed for reproduction of 6, 8, or 12, carved pieces of furniture in one operation. Direct purchase for its own use by subject concern which specializes in fabrication of sculptured Louis-XV style furniture from solid cherry wood. Firm also potential importer of other categories of woodworking machinery, including portable electric sanders; drillers; cutters; shapers; veneer-cutting circular saws, others. Requests catalogues, price lists from manufacturers only in French. Société Industrielle d'Ameublement du Quercy (SIAQ) Luzech, Lot. WTD 3/25/64.

GERMANY—Machines for mixing and other processing of feed for livestock. Direct purchase or agency. Plump & Heye (importer, sales agent), 1 I. Schlachtpforte, Bremen.

★★GERMANY—Trade Mission

Used machinery for production of consumers' small goods. Complete plants desired for use in developing countries. Impex Handelsgesellschaft, Rembertistrasse 108, 28 Bremen. WTD 3/18/63. I.R. 26.

Machinery for manufacture, installation, maintenance of bituminous surfacing. Roho Werk, Industriegelaende, Eichstaett/Bayern. NCIA. I.R. 55.

INDIA—Machinery for manufacturer of drink tablets with effervescing base; production capacity 100,000 tablets per day. Dulichand Kashiprasad (exporter, importer), 18 Amratolla St., Calcutta 1. WTD 12/10/63.

■ Oxy-acetylene hand scarfing torches, 12, each complete with handle, mixer nozzle, starting rod feeder, oxygen hose connection nut adapter and makers standard accessories for scarfing alloy steel billets, blooms, slab. Similar to Model OXYWELD C-51, 75 degrees, manufactured by Union Carbide. Ref. No. 73 (27)/63-082-Aid.III. IL No. A545748/62. Quotation date April 27. The Tata Iron & Steel Co., Ltd., Jamshedpur. Loan No. 386-H-082. U.S. source. SBC-182.

■ Rubber and plastic extrusion equipment, 3½" rubber CV line; 3½" plastic extrusion line, both complete, 24 items. Ref. No. 4 (131)/62-AID.II. IL No. P/CG/2040402/R/DL/18/C/H/14/CG.IV. Loan No. 386-H-032. (DLF 157). U.S. source. Quotation date May 7. Moti Electric Industries, 15-A, Najafgarh Rd., New Delhi 15, Cable: MOTITRIC, New Delhi. SBC-182.★

MOROCCO—Machinery for manufacture of working clothes: sewing machines, buttonhole machines, button laying machines, barring machines, fabric cutters; electrical requirements 220/380 v. 3 phase, 50 cycle. Quotations Casablanca. Requests replies in French. Confection Royale Marocaine (manufacturer), 61, rue de la Loire, Casablanca.

Twisters for manufacture of textile ropes, small (4/10), medium (12/28), large (above 28) calibre. Quotations Casablanca. Dar el Kaneb (manufacturer), 39, rue Lugherini, Casablanca.

NETHERLANDS—Fresh meat wrapping machinery, using vacuum pack process (polyethelene film) for packaging luncheon meat for sale at super markets. Machinery in price range of $2,000 to $2,500 ex factory; capacity of up to 24 packs per minute; fruit and vegetable bagging machinery for packaging in polyethelene or net bags; machinery should count, weigh; price not important but will depend on what machinery can do. Fully automatic or partially automatic desired, i.e. as little hand labor as possible. Trade Opportunities Staff, BDSA-111, 4203, Box NETH-132, Department of Commerce, Washington, D.C. 20230.

★★ NEW ZEALAND—Trade Mission

Food processor recently in juice processing interested in purchasing machinery and equipment for processing orange, grape fruit, lemon, both juicing and canning (in smaller way), processing of peel, small capacity equipment. Sharland & Co. Ltd., 180 Victoria St., P.O. Box 859, Auckland, N.Z. I.R. 278.

PAKISTAN—Sugar mill machinery, spare parts such as reduction gears, electric motors over 40 h.p., compressors for air and CO_2, steam valves, steam traps, various types of chains. Leiah Sugar Mills (manufacturer), 39 Lower Mall, Lahore. WTD 3/20/64.

Miscellaneous textile machinery, including accessories, braiding embroidery and cordage rope machines (steel wire reeds). The National Silk & Rayon Mills Ltd., (manufacturers), Lahore Road, P.O. Box 18, Lyallpur. WTD 3/24/64.

PHILIPPINES—Complete circular sawmill, top saw 60", complete with accessories. Easy term payment desired. Rafael C. Aquino Trading, 612 Roman R. Santos Bldg., Plaza Goiti, Manila. WTD 6/24/63.

SOUTH AFRICA—Hand-operated machines to place aluminum caps on milk bottles. Milkrite (Pty) Ltd. (distributor, agent), P.O. Box 10521, Johannesburg.

Machine to pulverize common glass into powder. African Bottle Co. (manufacturer), P.O. Box 13, Port Elizabeth. WTD 5/22/62 (Pilbros. Investment (Pty) Ltd.).

★★ VENEZUELA—Trade Mission

Used or rebuilt machinery to print daily tabloid size newspaper, rotary press, two colors. Production 5-6,000 copies per day, 6-8 sheets. El Imparcial C.A. Editora "El Imparcial", Ave. 10 de Diciembre, No. 48, Maracay. NCIA. I.R. 148.

Sealer for plastic sheet materials and machine for plastic processing. "Wonder" Productos En Cuero y Plastico, Av. Los Cedros No. 70, Maracay. NCIA. IR 147.

Hydro-type bottle washer with brushes, capacity 120 bottles per minute. Bebidas Gaseosas El Polo, Calle 5 de Julio Sur No 8 La Victoria Caraguay. NCIA I.R. 139.

Copying lathe for wood for furniture; pneumatic press for plywood. Art-Italica, C.A., Ave. Bolivar, Este 27, Maracay. WTD 311/64. I.R. 138.

Distributorship for woodworking machinery. Salvatore Solarno (Carpinteria Venecia), 4° Ave. No. 62—Barrio Sta. Rosa, Maracay. NCIA. I.R. 146.

Tube mills on 48 to 60 month credit terms. C.A. Conduven, Urbanizacion Soco—La Victoria—Estado Aragua. NCIA. I.R. 164.

Cutting and wrapping supplies for beef processing, Molano & cia., Granja San Francisco, El Limon, Maracay. NCIA. I.R. 153.

Plastics machinery, molds, patterns for production of general household plastic items. Need technical assistance. Dr. M. R. Rabinovich K. and Dr. Joaquim Fernandez. Edificio Gilcon Avda. Bella Vista—Esquina 65, Maracaibo. NCIA. I.R. 55.

New and used cardboard making machinery. Tejidos De Punto Tip-Top, C.A., Tejidos de Punto Tip Top C.A., Urb. Industrial San Martin, Caracas. WTD 2/6/64. I.R. 5.

Machinery for rebuilding gas and diesel engines, general machine shop work, pump repair. Talleres Go-Ha-C.A., Ave. 96, No. 17 C-82, Maracaibo. WTD 3/5/64. I.R. 203.

Machinery to produce corn oil, 4 tons per 24 hours. Obras Y Caminos, Galeria Bolivar, Primer Piso Of. No. 3, Caracas. NCIA. I.R. 167.

Machinery to produce 2-pc. paper cups. Industria Cartonera Venezolana, Calle Paez No. 90-72, Valencia. NCIA. I.R. 101.

Machinery for making asbestos cement pipe 3 to 8" outside dia. Concretera "San Jose", Navas Spinola No. 95-75 Valencia. NCIA. I.R. 129.

Solvent extraction plant for edible oils. Compania Anonima Facegra, Calle 107 (Navas Spinola) No. 96-108 Valencia. I.R. 128.

Canning equipment: heat exchanger for liquids, double vacuum closing machine for speeds of 1250 per hour with change parts for various can sizes; filling machines for liquids; vacuum dehydrator. Confrut De Venezuela, Inc., Edificio Tarbes 19, Aptdo. 135, Valencia. NCIA. I.R. 124.

Machinery for manufacturing modified starch for food industry. Central Yuquero El Pao C.A., POB. 124 Valencia. NCIA. I.R. 111.

Two roasters for coffee plant; packaging equipment, coffee can manufacturing equipment, bag manufacturing equipment for ½

and 1-lb. bags. S. A. Cafe Imperial, Box 174, Aptdo. 174, Maracaibo. I.R. 85.

356 General Industrial Machinery

See also SPECIAL TRADE LEADS on page 40.

★★ GERMANY—Trade Mission

Agency for water pumps. Baumaschinen Koenicke, Kaiserin-Augusta Allee 100, Berlin NW 21. I.R. 118.

■ **INDIA**—Oil feed tank, capacity 50 cu. mm., complete; oil pump station, oil preheater station; oil burner stations, 2; set of connecting pipelines for oil, steam and water; burner pipes, 2. Ref. No. 19(2)/63-AID.II. IL No. P/CG/204-297/R/DL/18/C/CG.III. Loan No. 386-H-032. (DLF 157). U.S. source. Quotation date May 5. Dalmia Dadri Cement Ltd., 10 Daryaganj, Delhi 6. SBC-182.

■ Spare parts for valves, regulators, pumps, refrigeration system and air compressors, various small quantities. Ref. No. 13(10)/63-AID.II. IL No. P/CG/2040495/R/DL/18/C/H/18/CG.III. Quotation date May 1. The Atul Products, Ltd., Atul, Via Bulsar, W. Rly., Surat District. Loan No. 386-H-032 (DLF 157). U.S. source. Detailed specifications may be obtained from Office of Small Business, Agency for International Development, Room C-118, Old Emergency Hospital Bldg., 1711 New York Ave., N.W., Washington, D.C. SBC-182.

■ **PAKISTAN**—Air compressor unit, 2-stage, 200 lb./sq. in. max. working pressure, horizontal tank mounted, with 120-gal. A.S.M.E. tank; Lodi F-O mould with eccentric nut wrench, mould locking wrench, tire pull-out chain; CP-O tread centering plates for Lodi F-O mould; Schrader rubber washer deflator pin and screw nut sets in envelopes, part No. 5492-103; 26 items; various quantities. U.S. source. S/A No. 390744. Quotation date May 5. F. & C. Osler (Pakistan) Ltd., Chartered Bank Chambers, McLeod Rd., Karachi 2. To be financed by loan not yet authorized. SBC-189.★

★★ VENEZUELA—Trade Mission

Representation for pumps for hot water circulation in commercial bldgs. Georges Roche S.A., Sta. Teresa a Cipreses 69, Caracas. I.R. 193.

357 Office, Computing, Accounting Machines

ITALY—Office machines. Direct purchase and agency. Tiber, 109 Viale Ippocrate, Rome.

★★ VENEZUELA—Trade Mission

Assembly, distribution of office equipment. Empo-Carabobo, Ave. Marino 97-22, Edificio Toledo, Valencia. WTD 3/5/64. I.R. 107.

358 Service Industry Machines

● **IRAQ**—20 window type air conditioners; 8, 2-ton; 12, 1½-ton. Tender No. 49/64, bid deadline May 7. Iraqi Ports Administration, Basra.★ (Telephone: 202-WO 7-5589).

ITALY—Kitchen equipment for hotels, restaurants, institutions, such as: dishwashing machines; mixers; slicing machines; potato peelers. Direct purchase and agency. Itala Import (importer, distributor), Piazza Pio XI 7, Rome.

JAPAN—Commercial laundry washers, dryers, roll mangles. Davenroy Linen Supply Co., Ltd. (Davenroy Dry Cleaning Kabushi Kaisha), No. 363, Omori 3-chome, Ohta-ku, Tokyo. WTD 9/26/62.

Extractors, laundry, commercial. Tokyo-Do Inc. (Tokyo-Do, Kabushiki Kaisha), 2 Nishibacho 1-chome, Chuo-ku, Tokyo. WTD 4/18/63.

★★ NEW ZEALAND—Trade Mission

Interested in stainless steel, controlled temperature, sanitary storage compartments for both hot and cold fillings for pancake fillings or toppings. Geoffrey Levien Ltd., P.O. Box 5785, Auckland, N.Z. NCIA. I.R. 235.

Wants commercial restaurant equipment: fryers, grillers, broilers, coffee makers; also domestic clothes dryers, garbage disposal units. L. T. Hayman Ltd., Box 15028, Auckland. WTD 10/16/62. I.R. 304.

■ **PAKISTAN**—Industrial type packaged air conditioners with water-cooled/air-cooled condensers, specifically designed for operation on 400 v., 3 phase, 50 cycle electrical supply. Marley cooling towers or equal; Model 4415, 8.3 tons; model 4417, 10.3 T.; Model 4419, 5.5 T. Air compressors, electrically driven, air cooled, governor controlled, single stage, mounted on horizontal air receivers, complete with pressure operated automatic on-off switch. 100% U.S. flag vessels. S/A No. 391405. Quotation date May 5. To be financed by loan not yet authorized. U.S. source. Greaves Cotton & Co. (Pakistan) Ltd., Hakimsons Bldg., 1 West Wharf Rd., P.O. Box 4908, Karachi 2. SBC-189.★

■ **TURKEY**—Portable typewriters with 44 keys; standard typewriters with 46 keys, all Turkish keyboard; carriage length for portables, 9″, standard 13, 20, 27″. IL Nos. 62020, 62021. Loan No. 277-H-043. U.S. source. Quotation date April 30. Buromak Ticaret, Ltd., Sirketi, Bankalar Caddesi No. 78, Galata, Istanbul. SBC-190.★

★★ VENEZUELA—Trade Mission

Commercial refrigeration equipment. Ferreteria El Control, Calle Comercio 101-9, Valencia. NCIA. I.R. 137.

Refrigeration equipment, insulation for meat processing. Molano & Cia. Granja San Francisco, El Limon, Maracay. NCIA. I.R. 153.

360 Electrical Machinery, Equipment, Supplies

★★ VENEZUELA—Trade Mission

Representation for electric motors, generators, transformers, power line construction materials, pole hardware, insulators, radio transmitters UHF & VHF, radio receivers UHF & VHF, electric panel boards, mobile transmitters, high voltage electric switches. Ecyt C.A. O Cycomca (Construcciones Y Comunicaciones C.A.), (Ingenieria Electrica, Civil Y Telecomunicaciones), Aptdo. 8335, Caracas, Aptdo. 6343, Caracas. NCIA. I.R. 180.★

361 Electrical Transmission, Distribution Equipment

● **BURMA**—Integrating meters, 12,000; kw. hr. meters, 1,800. Tender No. 23-EL (Electrical (63-64)), bid deadline April 27. People's Stores Corp., c/o Chief of Economic Division, Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO-7-2312).

● **CYPRUS**—Switchgear, associated equipment, 3.3 kv, 415 v., to be installed in Moni Power Station. Contract D, bid deadline June 8. Set of four tender documents available from The Electricity Authority of Cyprus, P.O. Box 449, Photion Staurou Pitta, Nicosia upon receipt of payment of $56.00. Tender fee not refundable.★ (Telephone 202-WO7-4242).

● **INDIA**—Supply and erection of 25 kv, a.c., overhead traction equipment, switching stations and booster transformer stations. Tender No. OHE/AC/CR/2, bid deadline July 15. Tenders are to be submitted to General Manager (Electrical), Central Railway, Victoria Terminus, Bombay. Specifications are available from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008, upon payment of $21.00 per set, fee not refundable. Copy of specification available for review only in Rm. 4124, Power and Electrical Equipment Division, BDSA-325, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO7-4242).

■ 165 MVA generator Transformer. Ref. No. D/ENQ/975. Tender No. Project/3003-R/DVC/V, tender fee, not refundable, $23.10 each. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Bid deadline May 7. Specifications, conditions from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. Loan No. 386-H-084. U.S. source. SBC-186.

● **IRAQ**—Supply of materials and construction of an 11 kv distribution substation in City of Arbil. Materials include a 7-panel, single bus bar, metal clad, totally enclosed switchboard. Tender notice No. 11, bid deadline June 2. Directorate General of Planning and Design, Ministry of Municipal & Rural Affairs, Baghdad. Specifications available from Directorate General upon payment of $15.40 per copy. Copy also available for review only in Rm. 4124, Power and Electrical Equipment Division, BDSA-325, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO7-4242).

362 Electrical Industrial Apparatus

■ **INDIA**—Welding electrodes, 3/32″, 1/8″ dia., L-611E, low carbon steel wire with approx. 0.12% carbon, silicon, killed for welding light gauge material in single pass., 1900 lb. each size; c&f Bombay. Ref. No. 65(16)/63-082-Aid. III. IL No. A-546076/62. Loan No. 386-H-082. U.S. source. Quotation date April 27. Ex-Cell-O, India. Ltd., 78-B, Dr. Annie Besant Rd., Worli, Bombay 18. Cable: EXCELLOIND, Worli, Bombay. SBC-182.

ITALY—Fractional geared motors for driving meat grinders, vegetable slicers. Direct purchase and agency, Itala Import, Piazza Pio XI 7, Rome.

SWITZERLAND—Arc welding rectifiers, other hand welding equipment; electrical equipment, other non-specified goods serving to connect materials; electrical industrial apparatus, appliances. Direct purchase and agency. Soudag AG. (importer, retailer), 17b Friesstrasse, Zurich 11/50. WTD 3/19/64.

■ **TANGANYIKA**—Diesel electric generating units, 8, for 25 to 125 net KW ratings, switchgear, accessories, auxiliary equipment as necessary, to complete 3 power generating plants. Loan No. 616-H-099. U.S. source. Bid deadline May 22. The Secretary, Central Tender Board, P.O. Box 49, Dar es Salaam. Detailed specifications from Office of Small Business, Rm. C-118, Old Emergency Hospital

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Bldg., 1711 New York Ave., NW., Washington, D.C. SBC-186.

■ **VIET-NAM**—Flux grinder for regrinding in automatic welding operations. Invitation No. 1174-18034. PA No. 430-700-000-4521. U.S. source. Central Purchasing Authority, P.O. Box H5, Saigon. Cable: MAIDICH, Saigon. Bid deadline April 30. Specifications, conditions from Embassy of Viet-Nam, 2251 R St., NW., Washington, D.C., Attn: Mrs. N. H. Quang. SBC-190.

363 Household Appliances

★★ GERMANY—Trade Mission

Used, reconditioned refrigerators, air conditioners in quantity, for use in developing countries. Impex Handelsgesellschaft, Rembertistrasse 108, 28 Bremen. WTD 3/18/64. I.R. 26.

★★ VENEZUELA—Trade Mission

Sale, service of home sewing machines. Distribuidora Von Wahlert De Valencia, S.A., Calle Colombia No. 97-14 (POB No. 302, Valencia). NCIA. I.R. 109.

Washers and room air conditioners, both domestic and commercial; also refrigerators, dryers. C.A. Comercial ABC. (Pablo Espinal, hijo), Calle Colombia 97-12, Valencia. NCIA. I.R. 103.

366 Communications Equipment

● **IRAQ**—Supply of 6 automatic teletypewriters and 3 rectifier units. Tender No. 51/64, bid deadline May 7. Iraqi Ports Administration, Basra.★ (Telephone: 202-WO 7-4823).

● **VIET-NAM**—Supply and installation of 4,000-line crossbar telephone exchange at Saigon; equipment must be treated for use in tropical zone. Tender No. 44-VTM/K7, bid deadline May 30. Director General of Post & Telecommunications, 2 Place Hoa-Binh, Saigon. Specifications, conditions available in French.★ (Telephone: 202-WO 7-4823).

369 Electrical Machinery, Equipment, Supplies

● **CEYLON**—Supply of 3 shockproof diagnostic X-ray apparatus providing an installation for selective operation of two dual-focus rotating anode tubes, complete with all accessory equipment for radiography, spot-filming and fluoroscope in the trendelenberg, horizontal, vertical, intermediate positions; also 3 X-ray processing units suitable for all film sizes up to 17″ x 14″, complete with all accessory equipment. Bid deadline June 23. Department of Health. P.O. Box 584. Secretariat, Colombo.★ (Telephone: 202-WO-7-2939).

■ **THAILAND**—Electrocardiograph, accessories, purchased as single lot. Quota No. 5630 (Walhay). Quotation date April 28. Contract between the University of Illinois and Agency for International Development, Washington, D.C. 20523. Copies of specifications from: Mr. W. L. Walhay, Purchasing Agent, Medical Center, University of Illinois, 833 So. Wood St., Chicago, Illinois. SBC-186.

371 Motor Vehicles, Motor Vehicle Equipment

See also SPECIAL TRADE LEADS on page 40.

CHILE—Complete line of repair and replacement parts for motor vehicles; direct purchase and agency; importer, wholesaler requests replies in Spanish. Carlos Franz G., 0138 Juana de Lestonac, Depto. 435, Santiago. WTD 3/18/64.

Complete line of repair and replacement parts for motor vehicles; direct purchase and agency; requests replies in Spanish. Victor Lobretic C. (importer, wholesaler, retailer). Av. B. O'Higgins 2354, Santiago. WTD 3/17/64.

Complete line of repair and replacement parts for motor vehicles. Importadora de Repuestos Auto Service S.A.C. é I., Av. B. O'Higgins 2427, Casilla 4178, Santiago. WTD 2/12/64.

■ **INDIA**—Part No. ADH-567, windscreen glass for Ambassador cars, 1500 each; Part No. ADH-570, backlight glass for same, 3000 each. Ref. No. 61(3)/63-082/Aid(1). IL No. A.546824/62. Loan No. 386-H-082. U.S. source. Quotation date May 7. Hindustan Motors Ltd., Hindmotor, Uttarpara, Hooghly. Cable: HINDMOTOR, Uttarpara. Cif Calcutta. All quotations and requests for detailed specifications and drawings should be addressed to Hindustan Motors, Ltd., c/o American East India Corp., 25 Broadway, New York, N.Y.

■ Motor vehicle parts, back light glasses, 500, Adh No. 570, Atlantic Motors; clutch plate CD745, 300 Nos.; water pump assembly, P-277, 500; kit water pump PK-277, 2000 Nos.; cross unit 114-514, 2500 Nos., all Borg Warner; windscreen glasses, ADH 567, 2500 Nos., Atlantic Motors. Ref. No. 61(3)/62-Aid(1). IL No. A.598355/61/AU-DW/CCI/HQ/RM. Loan No. 386-H-055 (DLF 217). U.S. source. Quotation date May 10. Hindustan Motors Ltd., 15, India Exchange Place, Calcutta 1.

■ Electric fuel pumps for automobiles 6 and 12 v. 200, 500 each, respectively; taxi meters, 500 each; starter drive for Willys, Bendix No. A-3281; ring gear flywheel, Willys No. 802925, 200 each; kit, clutch repair for same, No. 908615, 300 ea. Ref. No. 60(652)/63-082/Aid (1). IL No. 086512/EI/M/L.I. Loan No. 386-H-082. U.S. source. Quotation date May 12. India Motor Parts & Accessories, Ltd., Post Box 2422, 1/155, Mount Rd., Madras 2. Cable: INDIAMOTOR, Madras. SBC-182.

372 Aircraft Parts

PAKISTAN—Aircraft, accessories, spare parts. Pakistan Aeronautical Services (manufacturer's agent), 87 The Mall, Lahore. WTD 3/17/64.

Helicopters, accessories, spare parts. Pakistan Aeronautical Services (manufacturer's agent), 87 The Mall, Lahore. WTD 3/17/64.

373 Ship Building, Repairing

FRANCE—Parts and accessories of all types for pleasure boats. Direct purchase and agency. France International Representation (distributor), 51 Ave., Aristide Briand, Arceuil (Seine). WTD 3/20/64.

375 Motorcycles, Bicycles, Parts

★★ VENEZUELA—Trade Mission

Representation of motor scooters, motor bikes, motorcycles. Manuel Alvarez Castro, C.A., Calle 100 (Colombia) No. 91-76, Valencia. NCIA. I.R. 135.

381 Engineering, Laboratory, Scientific Equipment

● **BOLIVIA**—Clinical laboratory, autopsy materials, reagents equipment and supplies, such as alcohol, blood agar base, hematoxylin, mercury USP, acetic acid, bensidine, urea, fuchsin, analytical balance, microscope, amputation knives, gloves, syringes, thermometers, hotplate, beakers, bottles, flasks, forceps, jars, magniders, pipettes, 357 items. Invitation No. MOE-03-OH-64. PIO/C No. 511-360-9-30223. Limited worldwide (901). Bid deadline May 4. Ministry of National Economy, 1488 Camacho Avenue, La Paz. Cable: MINECONOMIA, La Paz. Copies of detailed specifications, special instructions, conditions, bid forms from Embassy of Bolivia, 1145-19th St., NW., Washington, D.C., Attn: Dr. Saenz, SBC-191.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

■ **INDIA**—Reduction gear drives, 20 Nos.; stainless steel 316 quality globe valves, 20 Nos.; pneumatic controllers, 3 Nos.; electronic controller, 3 Nos.; indicating integrator, 2 Nos.; flow recorder with integrator and flowmeter, 10 Nos.; mass flowmeter recorder with integrator and transmitter; differential pressure level transmitter recorder controller; absolute pressure recorder controller; level controller; automatic rotogate valves; teflon sheets and tapes, 1 roll. Ref. No. 1(9)/64-082-Aid.III. IL No. P/RM/2134107/R/DL/18/CH-17-18. Loan No. 386-H-082. U.S. source. Quotation date May 1. Indo-Berolina Industries Pvt., Ltd., Victoria Bldg., Parsee Bazar St., Fort Bombay, 1. Cable: Same. SBC-182★

■ Oxygen acetylene regulators, 98 pcs; same, lighters, 1000 pc. Ref. No. 63(12)/63-Aid(1). IL No. EI/GL/MTC/15/DLF/362. Loan No. 386-A-055 (DLF 217). U.S. source. Quotation date May 8. Central Automobiles Pvt., Ltd., Laxmi Bhuvan, 466 Sardar, V.P. Rd., Bombay 4. Cable: CENTALAUTO, Bombay, where additional information is available. SBC-184.

383 Optical Instruments, Lenses

VENEZUELA—Optical instruments for medical use. Direct purchase and exclusive agency. Palenzona & Cia. C.A. (importer, distributor, sales agent), Edificio Palenzona, Avenida Andres Bello, Caracas. WTD 3/13/64.

384 Surgical, Medical, Dental Instruments

FRANCE—Dental supplies, all categories, including: abrasives, dental cement, plaster, gypsum, amalgams, alloys, other products; also dental equipment, laboratory instruments, tools, such as: dental burs, drills; dental lathes, cutting instruments; pliers; orthodontic appliances, suitable for sale in France. Direct purchase and agency. Requests replies from manufacturers only, in French. Dental Association Picard & Cie. (DAP), 12 Cours Louis-Jourdan, Limoges, Haute-Vienne. WTD 3/31/64.

PHILIPPINES—Medical suction apparatus. Direct purchase and agency. Kuenzle & Streiff, Inc., 453-459 T. Pinpin, Bx 301, Manila. WTD 6/17/63.

VENEZUELA—All types of surgical, medical instruments, supplies, furniture. Direct purchase and exclusive agency. Palenzona & Cia., C.A. (importer, distributor, sales agent), Edificio Palenzona, Avenida Andres Bello, Caracas. WTD 3/13/64.

386 Photographic Equipment

FRANCE—Photography equipment, all kinds. Direct purchase and agency. Photo-Service R. July (importer, agent), 68 rue d'Houteville, Paris IO.

Re-usable liquid for offset plates—purifying by water, acid solution or low basicity. Ets. Katz (commercial and advertising photographer, wholesaler, retailer), 12 rue Crussol, Paris 11.

ITALY—Photographic laboratory equipment: photographic reproduction equipment. Direct purchase and agency. Tiber, 109 Viale Ippocrate, Rome.

391 Jewelry, Silverware, Plated Ware

SINGAPORE—Cuff links; inexpensive. Importer, wholesaler, indent agent requests replies from suppliers, quotations cif Singapore. Prices must be competitive. Interested in receiving samples. J. L. Fernandez & Co., 10-B Malacca Street, P.O. Box 2597, Singapore 1.

394 Toys, Amusements, Sporting Goods

SINGAPORE—Plastic toys, inexpensive. Requests replies from suppliers, quotations cif Singapore. Prices must be competitive. Interested in receiving samples. J. L. Fernandez & Co. (importer, wholesaler, indent agent), 10-B Malacca St., P.O. Box 2597, Singapore.

SWEDEN—Fishing tackle. Halmstads Jarnvaru AB (importer), Halmstad. WTD 4/5/63.

SOUTH WEST AFRICA—Toys, all types; requests replies from manufacturers only. Rudolf Schuster (Pty.) Ltd. (importing distributor), P.O. Box 48, Windhoek.

396 Costume Jewelry, Novelties, Buttons, Notions

SINGAPORE—Imitation jewelry; inexpensive. Importer, wholesaler, indent agent requests replies from suppliers, quotations cif Singapore. Prices must be competitive. Interested in receiving samples. J. L. Fernandez & Co., 10-B Malacca St., P.O. Box 2597, Singapore 1.

SOUTH AFRICA—Mother-of-pearl belt buckles with gilt initials. L. Sinfer (wholesaler), P.O. Box 27142, Benrose, Johannesburg.

399 Manufacturing Industries

FRANCE—Gift items, gadgets, all kinds. Ste Nouvelle d'Exploitation des Magasins Fauchon (importer, exporter, retailer), 26 Place de la Madeleine, Paris 8. WTD 3/17/64.

Emblems, insignia, all kinds of gift novelties. Requests replies in French. A. Nemery & Calmejane (manufacturer, importer, exporter), 41 rue Vivienne, Paris 2.

GERMANY—Novelties, gift articles of all kinds. Direct purchase or exclusive agency. Trias G.m.b.H. (importer, exporter, wholesaler), 29 Buntentorsteinweg, Bremen.

SWEDEN—Barbers' brushes. AB Risor, Trollhattan. WTD 1/12/62.

★★ VENEZUELA—Trade Mission

Building materials, affiliated products. Representaciones Roche C.A., Sta. Teresa a Cipreses 69, Caracas. I.R. 194.

Bee hive manufacturing tools. Manuel Alvarez Castro, C.A., Calle 100 (Colombia) No. 91-76, Valencia. NCIA. I.R. 115.

739 Business Services

SOUTH AFRICA—Offers complete consulting and research facilities to U.S. firms considering or engaging in business in South Africa and Rhodesia—marketing, packaging, public relations, market research, films, television advertising; also wishes to communicate with comparable U.S. organizations to substantially develop associations with them. D. Winchester-Gould, (Pty.), Ltd. (consultant and researchers), 418 Mutual Bldg., Parliament St., Cape Town.

Brake fluids; sales agent requests replies in Spanish. Angel L. Molinelli P., A.Sanhueza 955, Casilla 329, Punta Arenas. WTD 3/19/64.

299 Products of Petroleum, Coal

CHILE—Lubricating oils, greases; sales agent requests replies in Spanish. Angel L. Molinelli P., A.Sanhueza 955, Casilla 329, Punta Arenas. WTD 3/19/64.

329 Abrasive, Asbestos, Nonmetallic Mineral Products

CHILE—Gaskets for motors; sales agent requests replies in Spanish. Angel L. Molinelli P., A.Sanhueza 955, Casilla 329, Punta Arenas. WTD 3/19/64.

331 Steel Mill Products

GERMANY—Cold rolled, deep drawn steel sheets. Carl F. Luebcke, Colonnaden 70, Hamburg 36.

IRAQ—Galvanized flat steel sheets, waste wasters (spangle finish) of gauges varying between 20 to 30. Yacoub Rassam; P.O. Box No. 1, Al Jadir Bldg., Al Thawra St., Mosul. WTD 3/28/64.

342 Cutlery, Hand Tools, General Hardware

BELGIUM—Hand tools, accessories; reusable couplings and hoses. Exclusive agency for Belgium and Common Market countries. S.A.F.I.A. (Fournitures pour L'Industrie et L'Automobile (importer), 41 Rue des Palais, Brussels. WTD 2/3/64.

349 Fabricated Metal Products

BELGIUM—Brass and steel tube fittings. Exclusive agency for Belgium and Common Market countries. S.A.F.I.A. (Fournitures pour L'Industrie et L'Automobile) (importer), 41 Rue des Palais, Brussels. WTD 2/3/64.

351 Engines, Turbines

BELGIUM—Steam turbines. Exclusive agency for Belgium and Common Market countries. S.A.F.I.A. (Fournitures pour L'Industrie et L'Automobile) (importer), 41 Rue des Palais, Brussels. WTD 2/3/64.

SOUTH AFRICA—Engines, diesel, 750 r.p.m. and under, except truck and bus types; engines, internal combustion, over 750 r.p.m., including outboard—not aircraft. Grosvenor Industrial Engines Limited (manufacturer, distributor), P.O. Box 8649, Johannesburg.

353 Construction Machinery

FRANCE—Construction, excavating, maintenance equipment and machinery, light and medium-duty, for building enterprises and public works contractors, such as: concrete mixers; tractor-shovels; cranes; motor-scrapers; loaders and dumpers; clamshells; draglines; compressors; pneumatic tools; requests replies in French. Établissements Cimet (P. Pedot) (manufacturers agent), 38 Rue Giacomo Puccini, Toulouse, Haute-Garonne. WTD 3/26/64.

354 Metalworking Machinery

BELGIUM—Power-driven hand tools, industrial pneumatic, electric, portable. S.A.F.I.A. (Fournitures pour L'Industrie et L'Automobile) (importer), 41 Rue des Palais, Brussels. WTD 2/3/64.

355 Special Industry Machinery

FRANCE—Egg sizing, separating, candling equipment. Galvanisation Quimperoise—Ets.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

225 Knitwear, Products

IVORY COAST—Men's undershorts, T-shirts, socks; women's underwear; well-known brands; low and medium priced. Sococi (Societe Commerciale de la Cote d'Ivoire) (importer, wholesaler), B.P. 4331, Abdijan. WTD 3/24/64.

228 Yarn, Thread Mills, Products

ISRAEL—Nylon yarns or similar yarns, corresponding to cotton sewing yarns (40/2 and 40/3, 60/2) in hank or cones/bobbins of one kilogram approx., for textiles and hosiery knitting, or for sewing for shoemakers' leather goods; nylon or similar fishing line in big reels (1000-2000 meters), small reels 100 meters); synthetic bands (raphia imitation), white, colors. Commission agent requests prompt offers including samples, prices. F. Weinstein-Gazit, 24 Hameasfim St., P.O. Box 896, Tel Aviv. WTD 3/1/64.

SOUTH AFRICA—Mercerised cotton yarns for knitting outerwear. Comarket Agencies (Pty) Ltd., P.O. Box 424, Johannesburg.

229 Textile Goods

FRANCE—Synthetic fabrics, all kinds. O.F.I.M.E.X. (importer, exporter, wholesaler, agent, broker), 11, Rue de Chateaudun, Paris 9.

232 Men's, Boys', Furnishings

IVORY COAST—Men's and boys' trousers, low and medium priced, well-known brands. Sococi (Societe Commerciale de la Cote d'Ivoire) (importer, wholesaler), B.P. 4331, Abidjan. WTD 3/24/64.

233 Women's, Misses' Outerwear

IVORY COAST—Well-known brands of dresses, low and mediuqn priced. Sococi (Societe Commerciale de la Cote d'Ivoire) (importer, wholesaler), B.P. 4331, Abidjan. WTD 3/24/64.

281 Industrial Chemicals

SPAIN—Petroleum jelly, chemical specialties for use in the agriculture and textile industries; also to represent U.S. petroleum company in presenting bids for other lubricants to C.A.M.P.S.A., Spanish-Government entity which monopolizes their importation. Ramon Par, S.A., Avda. Generalisimo Franco 408, Barcelona 9. WTD 5/21/63.

283 Drugs

FRANCE—Chemicals, raw materials for the pharmaceutical industry; all types. Requests replies in French. Societe Labolac (commission merchant), 1 Avenue de Chatou, Rueil-Malmaison (S.&O.). WTD 10/30/63.

Bernard & Cie. (manufacturer), Le Pontigou, Quimper (Finistère). WTD 3/19/64.

GERMANY—Square cutters for paper factories; paper bagmaking machinery; cutting machines with or without simultaneous longitudinal cut for printing presses; vulcanizing presses for rubber printing blocks; printing machinery, letterpress, flexographic and gravure; agency representation desired; machinery with and without printing equipment, sealing and cutting devices for production of polyethylene, polyvinyl chloride film bags used for packaging in the food industry; agency representation desired. Price quotations cif Hamburg or Bremen; requests replies in German. Kurt Neuser (manufacturers' agent), 1 Hinterfeld, 4044 Kaarst Bez. Duesseldorf. WTD 3/13/64.

ISRAEL—Machinery for twisting, doubling, hank-making, gassing sewing cotton yarns, 40/2 English counts, with production capacity about 15 tons per month; equipment permitting in one process both dyeing and mercerization of sewing yarn twists on spools. Commission agent requests prompt offers from manufacturers including catalogs, commission fee offered. F. Weinstein-Gazit, 24 Hameasfim St., P.O. Box 896, Tel Aviv. WTD 3/1/64.

356 General Industrial Machinery

BELGIUM—Ball bearings, also needle type. Exclusive agency for Belgium and Common Market countries. S.A.F.I.A. (Fournitures pour L'Industrie et L'Automobile), 41 Rue des Palais, Brussels.

SOUTH AFRICA—Hydraulic torque converters. Grosvenor Industrial Engineers Ltd., (manufacturer, distributor), P.O. Box 8649, Johannesburg.

362 Electrical Industrial Apparatus

ENGLAND—Synchronous motors for D.C. stepping applications. Dept. of Commerce, BDSA-111, Trade Opportunities Staff, Box LO-334, Rm. 4203, Washington, D.C. 20230.

SOUTH AFRICA—Generators, alternating current, under 2000 k.w.; self-regulating, self-exciting types. Grosvenor Industrial Engineers Ltd. (manufacturer, distributor), P.O. Box 8649, Johannesburg.

366 Communication Equipment

ISRAEL—Communications equipment including telephone, telegraph carrier equipment, electronic automatic telephone exchanges, wireless equipment. Importer, wholesaler, agent requests offers including prices, catalogs, other data. Exclusive agency. Joseph Pekelman, Import Trading House Ltd., 2 Zevulun St., P.O. Box 1278, Tel Aviv. WTD 5/7/62.

367 Electronic Components, Accessories

GERMANY—Vidicon tubes similar to Westinghouse types WL 7038, WL 7290, WL 7325, WL 7383, WL 7755A. Herr Metz or Herr Koenig, Ing. Walter Gerhard KG (manufacturer), 6101 Reichelsheim/Odenwald.

369 Electrical Machinery, Equipment, Supplies

GERMANY—Thermal batteries. Industrial Electronics (importer, exporter, wholesaler), 123 Zeil, Frankfurt/Main. WTD 3/23/64.

371 Motor Vehicles, Motor Vehicle Equipment

CHILE—Spare parts, accessories for brakes, shock absorbers; sales agent requests replies in Spanish. Angel L. Molinelli P., A.Sanhueza 955, Casilla 329, Punta Arenas. WTD 3/19/64.

PAKISTAN—Automobile engines, spare parts. Pakistan Aeronautical Services (manufacturer's agent), 87 The Mall, Lahore. WTD 3/17/64.

SOUTH AFRICA—Fuel pumps, internal combustion engine, over 750 r.p.m.; transmissions, automotive type. Grosvenor Industrial Engineers Ltd. (manufacturer, distributor) P.O. Box Box 8649, Johannesburg.

386 Photographic Equipment

FRANCE—Photography and motion picture equipment, non-professional. Ets. Chotard (importer, sales agent), 20/22 rue Bobillot, Paris 13.

Photography and motion picture equipment, non-professional. France-Photo (importer, sales agent), 151 Ave. de Neuilly, Neuilly (Seine).

Equipment, parts for photography enlargers, amateur, professional. Societe Noxa (importer, manufacturer, wholesaler), 13bis rue Rabelais, Montreuil-sous-Bois, Seine.

470 Transportation Services

PAKISTAN—Interested in appointing shipping agents on world-wide basis. Requests replies from shipping agents with facilities for international service. Applications with details about the organization, its international facilities, experience, concessions and terms of appointment should be received by April 30. Director of Purchase, East Pakistan WAPDA, WAPDA Bldg., Motijheel, Dacca-2, East Pakistan.

503 Dry Goods, Apparel

IRAQ—All kinds of used clothing. Yacoub Rassam; P.O. Box No. 1, Al-Jadir Bldg., Al-Thawra St., Mosul. WTD 3/28/64.

Leads for Importers

145 Clay, Ceramic, Refractory Minerals

SOUTH AFRICA—Sillimanite: average grade 55% aluminum silicate; 39% silicium, less than 1.5% terric oxide and 0.5% titanium oxide. Several thousand tons per month will be available. Price related to ruling price on world market; company prepared to consider special offers for most or all of output. Nababeep Minerals Exploration Co. (Pty.) Ltd., P.O. Box 6408, Johannesburg. For assay, other details write: Commercial Intelligence Division, BIC, Rm. 6311, Department of Commerce, Washington, D.C. 20230.

200 Food

★★ VENEZUELA—Trade Mission

Powdered duck eggs, carp fish, bananas, honey in the comb, unshelled cashew nuts, guava fruit. ADICA, Edif. Seguros Venezuela —1er. Piso, Valencia. NCIA. I.R. 133.

203 Canning, Preserving Foods

ARGENTINA—Walnuts and hazel nuts packaged to order. Direct by exporter, commission merchant. Fermin del Vale, Avda. Roque Saenz Pena 730, Buenos Aires. Requests replies in Spanish.

CHILE—Canned and dried fruits, raisins, marmalades. Export/import and distributing firm seeks direct sales. Compania Distribuidora Nacional—"CODINA," Casilla 1-V, Valparaiso. WTD 6/6/63.

Seeks U.S. buyers of fresh and frozen lobsters. Roberto Anguita C., 784 Corregidor Zanartu, Santiago. Requests replies in Spanish. WTD 3/25/64.

FRANCE—Canned food products, "de luxe," such as "foie gras" (goose livers); truffles; chicken; games; prepared dishes. Wholesale exportations, direct or through agents. Lajaunie & Co., Blvd. National, Eymet, Dordogne. Requests replies in French. WTD 3/24/64.

Truffles, in tin cans of various sizes; also in glass jars and earthenware vessels. Producer and packer desires direct sale to wholesale importers in western sections of the U.S. P. Pebeyre, 3 Cours de la Chartreuse, Cahors, Lot. WTD 3/31/64.

★★ VENEZUELA—Trade Mission

Brokers and distributors for pineapple vinegar; sliced or diced pineapple; guava; papaya packed in 55 gallon drums, 10 tins or 16 oz. or 32 oz. tins; canned or frozen shrimp. Ormaechea Hnos. C.A., Ave. Algodonal, Edif. La Torre de Oro, Antimano-Caracas. I.R. 195.

Canned tropical fruits: papaw, pineapple and oranges; also pineapple, banana, papaw, mango fruit cocktail in heavy syrup. Confrut de Venezuela C.A., Edificio Tarbes 19—Aptdo. 135, Valencia. I.R. 118.

Brokers and distributors for bananas. Investment Counseling Service, Aptdo. 8006, Caracas. I.R. 171.★

Fruit and vegetables. Producciones y Exportaciones Criollas (Pecrica) Aptdo. 12767, Caracas. I.R. 181.★

Coconut and guava jellies in 16, 24, 32, 64 oz. jars and 24 oz. tins. "La Criolla" Granja el Acueducto, Calle 84—14A-48, Maracaibo. NCIA. I.R. 70.

207 Confectionery

SWEDEN—Hard candy, not containing sugar, including peppermints, fruit drops, aniseed, menthol & honey cough drops. Direct sales by manufacturer. AB Act Produkter, Fack 189, Alingsas. WTD 6/21/63.

★★ VENEZUELA—Trade Mission

Seeking broker or distributor in U.S. for guava cookie bars similar to fig bars. La Suiza Maracaibo, C.A., No. 58-A—127 Ave. 4, Aptdo. 289, Maracaibo. WTD 4/5/63. I.R. 67.

225 Knitting Mills, Products

CHILE—Manufacturer of ladies' bathing suits, ladies' garments, men's sportswear seeks U.S. buyers. Jacobo Pupkin K., San Pablo 1860, Casilla 5543, Santiago. WTD 3/20/64.

249 Wood Products

★★ VENEZUELA—Trade Mission

Wood carvings. El Turista, Edif. Republica, Plaza de la Republica, Maracaibo. NCIA. I.R. 76.

Rare wood picture frames. Marcotecnica, Ave. 4, Frente a Zulia Motors, Maracaibo. NCIA. I.R. 86.

282 Synthetic Materials

★★ GERMANY—Trade Mission

PVC product has application as a roofing material; also PVC liner suitable for lining of metal storage tanks to prevent corrosion.

Ursania Bautenschutz, Herne in Westfalen. I.R. 70.

289 Chemical Products

★★ GERMANY—Trade Mission

Silicon fluoride base additive providing high resistance to sulphates, carbon-dioxide containing waters, salts, frost action. Marthahuette G.m.b.H. 8590 Marktredwitz. I.R. 72.

307 Plastic Products

GERMANY—Seeks agent in the U.S. for soft plastic tubes for needs in the cosmetics and soap industries. C. F. Spiess & Sohn, Kleinkarlbach/Gruenstadt (Pfalz). WTD 3/12/64.

321 Flat Glass

ENGLAND—Manufacturer of metal and stained glass windows, specializing in contemporary and traditional designs, restoration, renovation and repair of stained glass windows, wishes to offer services and products to interested architect, builder or contractor. Williams & Watson Ltd., Regent Works, Bootle, Liverpool 20. WTD 3/24/64.

323 Glass Products

★★ GERMANY—Trade Mission

Cast glass door knobs and pushers for glass doors. Seleger Co., Theaterstr. 12, Zurich, Switzerland. NCIA. I.R. 102.

326 Pottery

GERMANY—Colorful earthenware Bavarian beer steins, all sizes, many varieties, some with music-box; earthenware vases, bowls, table lighters, souvenir mugs. Simon-Peter Gerz GmbH (manufacturer, exporter). 5410 Hoehr-Grenzhausen (Ww.). WTD 3/13/64.

328 Cut Stone, Products

★★ GERMANY—Trade Mission

Ceramic tile of special design and composition. Stroeher GmbH, 634 Dillenburg, Postfach 73. I.R. 107.

329 Abrasive, Asbestos, Nonmetallic Mineral Products

★★ VENEZUELA—Trade Mission

Venetian crystal art objects for exclusive small market. Cristal Veneciano de Maracaibo C.A., Km. 1 Carretera a Perija, Maracaibo. NCIA. I.R. 81.

342 Cutlery, Hand Tools, General Hardware

★★ GERMANY—Trade Mission

Fasteners for construction industry, bolts, nails, fasteners, conventionally or cartridge-fired fasteners. Otto Kettling KG, 5996 Altroggenrahmede. I.R. 98.

344 Fabricated Structural Metal Products

★★ GERMANY—Trade Mission

Steel scaffolding for residential and commercial buildings. Stahlgeruestbau "Ossa" GmbH, Praunheimer Landstrasse 80, Frankfurt/M.-Hausen. I.R. 27.

349 Fabricated Metal Products

GERMANY—Manufacturer wishes to sell, direct, aerators for aquariums. Phaenomen-Apparatebau, G.u.W. Leihe, 10 Erfer Strasse, 565 Solingen-Hoehscheid. WTD 3/20/64. For prospectus write: Commercial Intelligence Division, BIC, Rm. 6311, Department of Commerce, Washington, D.C. 20230.

353 Construction Machinery

GERMANY—Tractor mounted construction cranes. Val. Haser, Gesellschaft fuer Industrieund Baumaschinen mbH (importer, wholesaler), 183 Mainzerstrasse, Saarbruecken.

354 Metalworking Machinery

GERMANY—Tools, hand or power actuated, including thread cutting, milling cutters, twist drills. C. Guenther Gommann, 563 Remscheid-Hasten, Postfach 223. WTD 3/23/64.

355 Special Industry Machinery

GERMANY—Manufacturer desires to sell label printing machines for clothing industry. Phaenomen-Apparatebau, G.u.W. Leihe, 10 Erfer Strasse, 565 Solingen-Hoehscheid. WTD 3/20/64.

★★ GERMANY—Trade Mission

German manufacturer of tower cranes, concrete mixers, block making machinery, other complementary equipment is interested in exporting these products to the U.S. Wilhelm Reich Maschinenfabrik, Elisabethenstrasse 14, 7900 Ulm/Donau. I.R. 34.

361 Electric Transmission, Distribution Equipment

SWITZERLAND—Manufacturer seeks U.S. agents for sale of its electrical measuring instruments. Elmes, Staub & Co., Bergstrasse 43, Richterswill /ZH. For descriptive catalog write: Commercial Intelligence Division, BIC, Rm. 6311, Department of Commerce, Washington, D.C. 20230.

381 Engineering, Laboratory, Scientific, Research Instruments

★★ GERMANY—Trade Mission

Complete line of builders and surveyors leveling instruments. Theis & Co. K.G. 16 Wolzhausen ueber Biedenkopf, Hessen. WTD 6/2/58. I.R. 20.

399 Manufacturing Industries

GERMANY—Manufacturer would like to export electric hair clippers for human use. Phaenomen-Apparatebau, G. u. W. Leihe, 10 Erfer Strasse, 565 Solingen-Hoehscheid. For prospectus write: Commercial Intelligence Division, BIC, Rm. 6311, Department of Commerce, Washington, D.C. 20230. WTD 3/20/64.

★★ VENEZUELA—Trade Mission

Plaster casts of religious statuary. Maracotecnica, Ave. 4, Frente a Zulia Motors, Maracaibo. NCIA. I.R. 86.

891 Engineering, Architectural Services

★★ VENEZUELA—Trade Mission

Representation for engineering or architectural firms in Venezuela. Pedro L. Koe-Krompecher (Architect), Aptdo. 40, Maracay. NCIA. I.R. 141.

New Trade Lists

The Bureau of International Commerce, Commerce, Commercial Intelligence Division, has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from the Commercial Intelligence Division and from Department of Commerce Field Offices. The price is $1 a list for each country.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated March, unless otherwise marked.

Business Firms—Niger.
Chemical Importers and Dealers—Israel.
Chemical Importers and Dealers—Jamaica, April.
Feedstuff Importers, Dealers and Manufacturers—Sweden.
Fruit and Nut Importers, Dealers and Exporters—United Kingdom.
Hardware Importers and Dealers—Norway, April.
Hardware Importers and Dealers—Republic of Panama, April.
Instruments (Medical, Surgical, Hospital, Scientific and Process) Importers, Dealers and Manufacturers—Italy, January.
Iron and Steel, Non-Ferrous Metal, and Building Material Importers and Dealers—Nicaragua, February.
Machine Tool, Die, Other Metalworking Machinery and Industrial Furnace Importers and Dealers—Colombia, February.
Machinery, Equipment and Supplies, Electrical Importers and Distributors—Nicaragua.
Machinery and Equipment, Except Electrical Importers and Distributors—Colombia, April.
Medicinal and Toilet Preparation Importers, Dealers and Manufacturers—The Netherlands, April.
Office Supplies and Equipment, Paper and Stationery Importers and Dealers—Malaysia, April.
Photographic Supplies, Dealers and Photographers—Jamaica.
Pulp and Paper Mills—Philippines.
Seed and Bulb Importers, Dealers and Exporters—Austria.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

AUSTRALIA—John Foundas, representing Compad Enterprises; Philpot Sales; Red Owl Investment Pty. Ltd., 5 Cuming St., Mile End, Adelaide, interested in arranging manufacture under license (in U.S.) of **stainless steel architecture panels** and **window frames; self-inking rubber stamps** and a **currency adder/computer;** also in securing Australian representation for U.S. manufacturers. April 25 via San Francisco for one month. c/o Australian Trade Commissioner, 630 Fifth Ave., New York, N.Y. (from May 1). Itinerary: San Francisco, New York, Chicago, Philadelphia.

AUSTRIA—Fritz Heiss, representing Tirolia-Werke Josef Heiss & Co., Kdt.Ges., Schwas, Tyrol, interested in visiting key plants of the **automotive** and **capital goods industries;** also studying the **marketing** of **kitchen** and **heating appliances.** April 27 via New York

for 6-8 weeks. c/o Sheraton East Hotel, Park Ave. & 51st, New York, N.Y. Itinerary: Boston, Niagara Falls, Detroit, Cleveland, Milwaukee, New Orleans, Phoenix, Los Angeles, San Francisco, Seattle, Salt Lake City, St. Louis, Nashville, Louisville, Philadelphia, Centralia, Washington.

BELGIUM—Herman Vriens, representing Fourisol N.V., 586 Jules Moretuslei, Wilrijk, Antwerp, interested in visiting manufacturers of **building materials; thermic insulation materials; calcium silicate; foam plastics, glass,** related materials with insulating characteristics of calcium silicate; **insulating materials** for underground pipes and conduits for possible purpose of representing them. Also requesting technical information on characteristics and uses in construction of above materials. April 23 via New York for three weeks. c/o Paul Earny, Elof Hansson Inc., 711 Third Ave., New York 17, N.Y. Itinerary: New York, Pittsburgh, Miami Beach.

CEYLON—Peter Dardart, representing Colombo Commercial Co., Ltd., P.O. Box 33, Colombo, interested in **tea packers** and **buyers.** April 20 via New York through May 1. c/o Department of Commerce Field Offices in itinerary. Itinerary: Chicago, Boston, New York.

COSTA RICA—Rodolfo Montes de Oca, representing Fabrica Nacional de Catres, P.O. Box 3546, San Jose, as well as Minister of Industries of Costa Rica, interested in visiting small manufacturers of **metal beds, cots,** and **related products** with the possibility of joint venture; also requesting technical information on manufacture of all types metal beds. Here for four weeks. c/o 11157 Conway Rd., St. Louis, Missouri. Itinerary: St. Louis, Chicago, Cleveland, New York.

ENGLAND—J. C. Goodman, Managing Director, Maternally Yours, Ltd., 24 New Cavendish St., London, W.1., interested in purchasing **maternity wear.** April 24 via New York for 18 days. c/o Hotel Manhattan, 8th Ave., New York, N.Y. Itinerary: New York.

L. Davis, Managing Director, Leon Davis & Co. Ltd., St. Andrew's House, 32 Holborn Viaduct, London, E.C.1., interested in contacting U.S. manufacturers seeking U.K. outlets for **industrial products** applicable to **automobile industry.** April 20 via New York for five days. c/o Savoy Hilton, Fifth Ave. at 58th St., New York, N.Y. Itinerary: New York, Chicago.

M. S. Phillips, representing Simon Engineering Ltd., Cheadle Heath, Stockport, Cheshire, interested in contacting manufacturers of **bill changers; prefabricated plastic bathroom units; lifting equipment** specially suited to industrialized building techniques. Here for two weeks. c/o Park Sheraton Hotel, 7th Ave. at 55th St., New York, N.Y. Itinerary: New York, Washington, Chicago, Minneapolis, St. Paul.

FRANCE—Georges Wiplier, representing Etablissements Metallurgiques Louis Granges (Louis Granges & Co.), Rue Jean-Baptiste Peres, Agen, Lot-et-Garonne, interested in initiating negotiations only with U.S. manufacturers not yet represented in France for direct purchase of (and, eventually exclusive agency for) **liquefied petroleum-gas equipment (LP gas),** complete units for liquefied petroleum-gas tanks, such as: **control valves, liquid level controllers, pressure regulators, related tank-fittings** and **devices.** April 20 via New York for one month. c/o Mr. Georges Wiplier, Euroglass Corp., 200 Park Ave. (Suite 5312), New York, N.Y. Itinerary: New York, Chicago.

INDIA—L. N. Jhunjhunwala, Managing Director, Rajasthan Spinning & Weaving Mills Ltd., 23-24 Radha Bazar St., Calcutta 1, interested in **importing textile machinery** and **exporting carpet backing cloth.** Here for three weeks. c/o GE. Sales Corp., 50 East 42nd St., New York, N.Y. Itinerary: New York, Philadelphia, Savannah, Ga., Washington.

KENYA—J. S. Patel, Managing Director, Electrical Trading Co. Ltd., Government Rd., P.O. Box 3536, Nairobi, interested in contacting exporters or manufacturers of **radios, television, tape recorders, electrical appliances** with a view of importing same. April 22 via San Francisco for three weeks. c/o Department of Commerce Field Offices in itinerary. Itinerary: San Francisco, Chicago, Washington, New York.

NORWAY—Tore Kaatorp, Managing Director, Tore Kaatorp, Stange, interested in purchasing **machines for washing** and **packaging potatoes** for retailing; also requesting technical information on washing and packaging potatoes. Here through April 27. c/o Windsor Park Hotel, Washington, D.C.; Carillon Hotel, Miami, Florida. Itinerary: Washington, Miami, Baltimore, New York.

PAKISTAN—Mohammad Faizul Islam, Assistant Director, Marketing, East Pakistan Small Industries Corp., (EPSIC), 66 Jinnah Ave., Dacca 2, a quasi-government organization set up for **promoting and developing small industries** in East Pakistan, interested in **exploring markets for EPSIC products;** also will participate in New York World's Fair. Last week April via New York for six months. c/o Pakistan Pavillion, New York World's Fair, New York, N.Y. Itinerary: New York.

M. Anwar Qureshi, representing Hope & Heal, Sialkot City, interested in expanding exports of **surgical instruments;** also will participate in New York World's Fair. Mid-April via New York for one year. c/o Pakistan Consulate General, 12 E. 65th St., New York, N.Y. Itinerary: New York, Washington.

SWITZERLAND—Max E. Biedermann, representing M. Biedermann & Co., A. G. Postcheck VIII 8756 Zurich, interested in contacting U.S. manufacturers of **corsets, brassieres, bathing suits** and **lingerie** to discuss arrangements to act as agent, exclusive distributor or licensee. End of April via New York. c/o Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York, N.Y. 10001. Itinerary: New York.

Construction Projects

Supplementary information on items followed by (★) is available to U.S. firms domiciled in the United States from the Trade Opportunities Staff, Business and Defense Services Administration, U.S. Department of Commerce, Washington, D.C. 20230 or telephone: 202—WO 7-4674 in Washington.

FINLAND—100 markha = US$31.25). The firm of Rauma-Repola Oy plans to build new **paper factory** in Rauma; production of paperboard and possibly newsprint offers best long-range prospects for their Rauma operations, management feels.

Tentative plans call for a new plant capable of annually producing 150,000 tons of paper containing ground wood and cellulose, but decision whether paperboard or newsprint will be final product. Future construction plans will depend on results of feasibility and market studies which are now being conducted. Interim construction of new **steam power plant** begins immediately. Contact: Mr. P. Honkajuuri, Managing Director, Rauma- Repola Oy, Snellmaninkatu 13, Helsinki.

GREECE—(29.99 drachmas = US$1.00). The Hellenic Telecommunications Organization, Ltd. (OTE) has made available through the U.S. Embassy, Athens, information concerning its 1964 **program of purchases** to be effected through international calls for bids.

Appendix contains tabulation of items to be purchaesd, based on data furnished by OTE with only major items listed, while minor items are grouped together under the "miscellaneous" heading.

Copy of the appendix is available to U.S. firms from BDSA's Trade Opportunities Staff.★

HONG KONG—HK$100. = US$17.50). Copy of **Selected list of contract awards** made by Colonial Secretariat Tender Board of Hong Kong is available on loan to U.S. firms.★

Among several construction contracts awarded, the largest (US$1,558,119) went to Cheong Lee Construction Co., Ltd., 5/7 Thomson Rd., for construction of **low cost housing** at Ngau Tau Kok Area "B" (Blocks 9-12).

IRAQ—(1 dinar = US$2.80). The Ministry of Planning has contracted with Japan Consulting Institute for a feasibility study of proposed **ceramic plant** to be located at Ramadi, also to prepare specifications for international tender if study proves plant feasible. Study should be completed in July or August, and specifications should be ready by the end of the year.

Estimate of plant cost will depend upon results of study. Previous estimate was ID 800,000. As presently conceived, plant would produce housewares, 3,000 tons per year; sanitary ware, 2,500 tons; wall tiles, 3,000 tons; firebricks; drain pipe.

U.S. firms desiring to supply equipment and materials for the plant should send their illustrated brochures to the Industrial Division of the Ministry of Planning in Baghdad.

The Ministry of Industry announced that a tender notice is imminent for construction of government **paper mill** on Shatt al-Arab River, Basra Liwa with an annual capacity of 30,000 tons of various kinds of papers.

The project has been in the planning stage for several years and is estimated to cost approx. ID 12,000,000 ($33,600,000). Consultants for the project, are Scandja-Hurter, a Swedish-Canadian combine. Address: P.O. Box 2143, Baghdad; Fack, Stockholm 26, Sweden.

Agency responsible for execution of project is Directorate General of Design and Construction, Ministry of Industry, Rashid Street, Baghdad.

Tender documents reportedly will be unavailable for several weeks more, obtainable only from consultants and Ministry.

This is not a turnkey project. There will be about six contracts, including contracts for **machinery** and **electrical, mechanical** and

civil engineering. U.S. firms will be invited to bid on all contracts.

MALAYSIA—M$100. = US$32.68). Government has drawn up **drainage program** which will require expenditure of between M$20 to M$25 million depending on progress of construction over next four or five years.

A general listing of 15 projects to be constructed over the next five years by the Singapore Public Works Department is available on loan from BDSA's Trade Opportunities Staff.★

PAKISTAN—(100 rupees = US$21.00). The National Economic Council has approved several development projects including: survey of the country's **telecommunications needs;** scheme to establish in West Pakistan **1,200 storage godowns for fertilizers** and **seeds;** feasibility study for construction of **second port** on Mekran Coast.

Concomitantly, Central Permissions Committee approved seven **industrial projects** including an $8 million **hardboard factory** at Hasandbal; other projects were in **dairy products, fruit canning, hand tool manufacturing** and **textile industries.** Additional information from: U.S. Embassy, Victoria Rd. & Frere Garden, Karachi, Attn.: Richard C. Breithut, Counselor for Economic Affairs.

PARAGUAY—(100 guaranies = US$.79). Four **railroad extension projects** under long term consideration are: 1) Ascuncion-Guaira or Villarrica-Guaira. Paraguayan-Brazilian Commission will be established shortly to investigate possibility of constructing rail line that would follow one of two alternative routes, from Ascuncion to Guaira Falls through San Joaquin or using old rail line to Villarrica and from there northwest to Guaira Falls. Construction of this line is considered important for a transcontinental rail link; no connecting lines at present on Brazilian side from Guaira east or from Asuncion west; 2) From Concepcion-Horqueta to Pedro Jan Caballero, 3) Pan-American branch from San Joaquin to Cerro Cora; 4) Line from Villarrica to Carayao is inactive.

Indications are that all, especially latter three projects, will not materialize in immediate future. They have been reported solely as long-range plans that may be initiated eventually.

PERU—(100 soles = US$3.73). Government (by Supreme Decree No. 30/64/DGS) has approved "Two-Year **Health Construction Plan"** (Plan Bienal de Obras de Salud 1964-65) formulated by National Health and Welfare Fund (Fondo Nacional de Salud y Bienestra). Plan calls for investment of 395½ million soles (approx. 14½ million dollars), with ½ to be spent for 6 new **hospitals** totalling 685 beds; 150-million soles for **remodeling** and **re-equipping** of about **27 hospitals;** 10½-million soles for construction and equipment for **14 Health Centers** (Mobile units carrying movie units and loudspeakers will be included in each Center for rural public health education); 37 million soles for 112 **Medical Posts,** 8 million for 70 **Sanitary Posts;** other projects for Institutes of Health, Nurition, Animal Biology; "National Dining Rooms." Contact: Ministereo de Salud Publicas y Assistencia Social, c/o Fondo Nacional de Salud y Bienestar, Lima.

Signing of contract between Peruvian Ministry of Development & Public Works and Hydrotechnic Corp. of New York recently announced for **study** of economic potential of waters of Tumbes River in Northern Peru **for irrigation** and **hydroelectric facilities.**

SOUTH AFRICA—(1 rand = US$1.40). Good Hope Textile Corp. at Zwelitsha near Kingwilliamstown plans to invest R5 million in an **expansion program.** Production at the Good Hope Mills, which is a joint venture of the Calico Printers Association of Great Britain and Industrial Development Corp. of South Africa, has grown from less than 3-million yd. in 1950 to 45 million in 1963. Contact: Good Hope Textile Corp. Zwelitsha.

A new **factory** to produce **stretch nylon yarn** for hosiery, outer-wear and swimwear is to be built at Standerton, Transvaal, by Wooltextile Manufacturers (Pty) Ltd. Production will begin towards end of 1964; plant will initially be capable of producing 750,000 lb. of stretch nylon yarn a year. Contact: Wooltextile Manufacturers (Pty.) Ltd., Pretoria.

U.A.R.—(1 £ = US$2.87). Summary of various projects contemplated by Egyptian organizations:

Five Year Plan Organization indicated that some U.S. firms have shown interest in various aspects of Organization's proposed **petrochemical complex** in Alexandria or Suez. Among other things, project calls for plant to produce 10,000 tons of polyethylene per year and a polyvinyl chloride plant (plastics) of 20,000 tons capacity. Contact: Five Year Plan Organization in Cairo.

Egyptian General Marine Wealth Organization revealed plans for new fishing fleet of **50 modern 45-ton vessels,** all to be built in UAR shipyards.

Parsons Engineering Co. reportedly has been conducting survey for preparation of feasibility study of the 80,000-acre Marriut **reclamation project** near Alexandria.

Sheraton Corp. of America signed (Sept. 1963) agreement with Ministry of Culture & National Guidance to establish joint Egyptian-U.S. corporation which will build **600-room hotel** in Cairo at estimated cost of £8 million. Construction of hotels in Alexandria and Luxor may be planned in future.

Following are electric power projects in various stages:

Cairo City Gas & Electricity Administration's (budget allocation of £26.6 million) current plans include construction of Cairo **West Power Station** (£8.8 million); **expansion** of both Cairo **South Station** (£900,000) and Cairo **North Power Station** (£9.8 million); other projects costing total of £1.4 million.

A total of £18.6 million was allocated to Alexandria City Gas & Electricity Administration, Hydro-Electric Power Administration and General Administration for the Execution of Power Projects and the Committee for Electrification of the U.A.R. for various projects.

British consulting firm of Kennedy and Duncan completed its feasibility study of two nuclear power plants for the U.A.R. Government.

Food regulations modified

The United Kingdom recently issued regulations prohibiting the addition to raw and unprocessed meat of ascorbic acid, erythorbic acid, nicotinic acid, nicotinamide, any salt or other derivatives of the substances.

In another action, it was ruled that meat tenderized by the pre-slaughter injection of papain was acceptable for human consumption and that its use on meat would not be considered deceptive, provided meat so treated was labeled accordingly.

New safety regulations prepared by Austria

A draft of a law providing new standardized safety regulations for electrical equipment has been approved by the Austrian Cabinet. Presently, the provisions of the German Energy Law of 1940 are still in force. Because the execution of this legislation was delegated to the individual Austrian states, numerous different regulations now exist simultaneously.

During the interim period immediately after the new law goes into effect, existing stocks of electrical equipment may be sold, provided they conform to the old safety regulations. Equipment produced after the new regulations have become law must meet these new regulations.

Germans allow dried raisins

Germany is now ready to grant permission on a trial basis for the importation and distribution of dried raisins surface-treated with Myvacet 9-40.

Dried raisins treated with Myvacet may now be imported for testing since its harmlessness has been determined by German health authorities. Myvacet is considered one of the substitutes for paraffin oils, the use of which is permitted up to June 20, 1965.

Lebanon drops drug duty

Lebanon has eliminated import duty rates on the following items intended for the preparation of medicines, previously assessable at 11%:

Chloroform; heterocyclic compounds, including nucleic acids; heterosides, natural or synthetically reproduced, their salts, esters and other byproducts; and vegetable alkaloids, natural or reproduced by synthesis, and their salts, ethers, esters and other derivatives (other than quinine and quinidine).

Duties also have been eliminated on stained glass demijohns and containers intended for the medical industry (formerly 25%) and sulphamides (formerly 11%).

Bag making plant sought

The Secretaria General, Empressa "Industrias Guapan, S.A." Edificio Caja del Seguro —3° Piso, Avenida 10 de Agosto, Quito, Ecuador, has issued tender No. 2-64 with a bid deadline of May 8, for a complete plant to make 800-1,000 kraft cement sacks per hour. They are interested in an automated operation.

Tender documents and specifications are available from the Secretaria General. Include $5 for air postage to the United States.

New Books and Reports

***Draft Double Taxation Convention on Income and Capital.* 1963. Organization for Economic Cooperation and Development. McGraw-Hill Book Co., Inc., OECD Unit, TMIS Annex, 351 W. 41st St., New York, N.Y. 10036. 169pp. $2.50**

Presents Draft Convention for the avoidance of international double taxation on income and capital, developed by Fiscal Committee of OECD, primarily for use in bilateral negotiations between Member countries. Draft Convention is presented in full, with commentary on its provisions and possible implementation. Also indicates extent to which Member countries have adopted Articles of the Draft Convention proposed in earlier reports.

***Rundt's Overseas Market Reports (Argentina, Pakistan, Venezuela, Australia, Colombia, Italy).* Published by S. J. Rundt & Associates, New York, January-March 1964. 37-59 pp., mimeographed. $25 each (annual subscription fee $100 for a minimum of 30 such country surveys scheduled each year).**

Recent overseas area economic surveys, giving detailed examination of population; economic and industrial analysis and trends; international trade by countries and commodities; U.S., Common Market and Communist countries relations; monetary, financial, banking and fiscal review, production and development; employment and wages; and foreign investment.

Listing of recent survey and other international data will be furnished on request by S. J. Rundt & Associates, 130 East 63rd Street, New York, N.Y. 10021.

***Business Potential in the European Common Market.* Robert Theobald (AMA Research Study 62.) 1963. American Management Assn., Inc., 135 W. 50th St., New York, N.Y. 10020. 72pp. AMA members, $2.50; all others, $3.75.**

Establishes guidelines for companies contemplating entry into the European market. Focuses on the factors that will heavily influence a company's decision to go abroad, describes the alternative approaches available, and discusses the steps that can be taken to estimate the profit potential for any given company.

Swedish Market report

The U.S. Embassy in Stockholm has published The Chemical Industry and Markets, the first of 31 scheduled monthly reports on the market for specific commodities in Sweden. Prepared in collaboration with the Skandinaviska Banken of Stockholm's Foreign Department, the 6-page mimeographed report reviews Swedish foreign trade in chemicals and computes the degree of self-sufficiency in each chemical commodity.

Later studies will cover a wide range of other industrial and consumer products such as textile and textile products, electrical and electronic equipment and machinery, surgical equipment and supplies, hobby and recreational equipment, toiletry articles, among others. These short market studies (2-6 pages) are designed to alert U.S. exporters to fresh market opportunities as they develop in Sweden.

Free copies will be available soon from all Commerce Department Field Offices, and Skandinaviska Banken is distributing the report through correspondent banks in the U.S. It will also be supplied to importers throughout Sweden.

***World Petrochemical Report, 1964* (72pp—$20) and *Canadian Chemical Industry, 1964* (123pp—$12). Published by the Noyes Research Company. Pearl River, N.Y. 1964.**

The World Report covers the petrochemical situation in 72 countries outside the U.S., with special emphasis on raw material and feedstock availability, and its effect on the petrochemical industry. The Canadian guide lists production and management information on the 115 largest chemical processing firms in Canada, and the names and addresses of primary users of chemicals in Canada. Other sections contain general descriptions of the industry, tariff problems, petroleum and natural gas resources, petrochemicals, fertilizers and sulphur.

Copies can be ordered from the Noyes Research Company, 16-18 Railroad Avenue, Post Office Drawer, Pearl River, N.Y.

***Possible Role of a Clearing House in the Latin American Regional Market.* F. A. G. Keesing, et al. (Article.) *International Monetary Fund Staff Papers*, The Secretary, International Monetary Fund, 19th and H Sts., NW., Washington, D.C. 20431. Nov. 1963, pp. 397-460. $2.50 per single issue.**

Contains a brief summary of earlier discussions of special payments arrangements for the Latin American area. Develops the idea of the Central American Clearing House as a possible prototype for an organization serving a wider area, with suggestions for Latin American cooperation based on the principle of reciprocity. Focuses on possible advantages and disadvantages of a Clearing House organized to improve payments techniques and mobilize significant amounts of credit. Compares European situation at time of European Payments Union with that presently existing in the Latin American area.

***A Comparison of the Social Security Systems in the UK & ECSC.* Published by the European Economic Communities. Brussels, 1963. Free.**

This 67 page study is a comparison made by the ECSC High Authority of the social security systems in the European Coal & Steel Community and the United Kingdom as they affect the coal & steel industries. Although the study leaves out the social security systems in both Italy & Luxembourg, the High Authority claims it is important not only because it is one of the first comparisons made but also because it compares 2 fundamentally different systems.

The study is available for limited distribution in French only from the Information Service of the European Communities, The Farragut Building (Suite 808) 900 17th Street, NW., Washington, D.C. 20006. **F.L.**

***Marketing Horizons.* Monthly magazine published by Business Publications, Inc. Manila. Annual subscription $12.**

A magazine dealing primarily with marketing and advertising in the Philippines. By the same publisher: *Progressive Retailer*.

Subscriptions should be forwarded to Business Publications Inc., 1729 J. P. Laurel Street, San Miguel, Manila, The Philippines.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1964—701962/41

Calendar *for international traders*

April

21—Monthly dinner meeting, World Trade Club of Greater Providence Chamber of Commerce, Sheraton-Biltmore Hotel, **Providence, R.I.**

21—"Air Freight Service in Selling Abroad," luncheon, International Trade Club. Sponsors: Kansas City REEC, Field Office, Downtown Club, **Kansas City, Mo.**

21—Memphis World Trade Club, monthly meeting, **Memphis, Tenn.**

21—"First Step"—export workshop, Field Office, **Memphis, Tenn.** Sponsors: REEC, Memphis Field Office.

21—"Mobile Profits in Exports" Conference, Park Hotel, **Plainfield, N.J.** Sponsors: Chamber of Commerce, New York Field Office, Department of Commerce, REEC.

22—World Trade Seminar, Greater LaCrosse Chamber of Commerce, Stoddard Hotel, **LaCrosse, Wis.**

22—Mid-South Exporters' Roundtable, **Memphis, Tenn.**

23—19th annual Cleveland World Trade Conference, Pick-Carter Hotel, **Cleveland, Ohio.** Sponsors: Cleveland World Trade Association, Cleveland Chamber of Commerce. Speakers: B. Robert Sarich, deputy director, African Division, Department of Commerce; Neil C. Hurley, Jr., Chairman, National Export Expansion Council.

23—Regional conference on the Common Market, Speaker: Christian Herter. Sponsors: Kansas State University, REEC, Field Office. **Manhattan, Kan.**

23—World Trade Club of St. Louis dinner meeting, Schneithorst Restaurant, **Ladue, Mo.**

23—18th Annual Pittsburgh World Trade Conference, Penn Sheraton Hotel, **Pittsburgh, Pa.** Sponsors: World Trade Council, Chamber of Commerce of Greater Pittsburgh. Speaker: Daniel L. Goldy, National Export Expansion Coordinator.

23—Export expansion meeting, San Diego Chamber of Commerce, **San Diego, Calif.,** sponsors: San Diego Chamber of Commerce, Los Angeles Field Office, Department of Commerce.

24—Export Expansion Seminar, Field Office, **Los Angeles, Calif.** Sponsor: Los Angeles Field Office.

25—3rd annual New England Conference on Legal Problems of Doing Business Abroad, Sheraton Plaza Hotel, **Boston, Mass.** Speaker: Daniel L. Goldy, National Export Expansion Coordinator. Sponsor: Boston Bar Assn.

27—Importers' Association of Chicago, Traffic Club, Palmer House, **Chicago, Ill.**

28—"Show You" in office workshop for new exporters. Sponsors: St. Louis REEC, World Trade Club, Chamber of Commerce. Field Office, **St. Louis, Mo.**

28—Midland-Odessa International Trade Conference, 9:00 a.m., Ranchland Hill Country Club, **Midland, Texas.** Sponsors: West Texas Chamber of Commerce, Department of Commerce, Regional Export Expansion Council, Small Business Administration.

30—11th Annual World Trade Day Conference, Sheraton-Plaza Hotel, **Boston, Mass.** Sponsors: International Trade Association of New England, Inc., Department of Commerce Field Office, REEC. "E" Award Presentation, E. E. Schnellbacher, Acting Deputy Director, Bureau of International Commerce.

May

1—Affiliated Advertising Agencies International annual convention, **Knoxville, Tenn.** Speaker: Dean Smith, Director, Office of Publications and Information, DIB.

4—Monthly meeting, Houston World Trade Assn., **Houston, Texas.**

4—American Ceramic Society, Northern Ohio Chapter, monthly dinner meeting, **Cleveland, Ohio.** Speaker: Harold Lamar, Office of Foreign and Commercial Policy, BIC.

4—International Trade Conference in conjunction with Wichita Falls Manufacturers' Opportunity Week, 11:00 a.m. **Wichita Falls, Texas.** Sponsors: Chamber of Commerce, Department of Commerce, REEC.

5—Export Workshop, **Atlanta, Ga.** (First of 4 weekly sessions.) Sponsors: World Trade Council, Atl. Chamber of Commerce, Int'l. Trade Assn. of Atlanta, REEC.

5—Monthly meeting, World Trade Committee, Dallas Chamber of Commerce, Dallas Athletic Club, **Dallas, Texas.** Speaker Thomas F. Donovan, Special Representative, The World Trade Center, Port of New York Authority.

6—Export expansion seminar, **Blue Island, Ill.** Sponsors: Blue Island Chamber of Commerce, Department of Commerce.

7-8—Western International Trade Group Meeting, **Seattle, Wash.** Speaker: Eugene M. Braderman, Director, BIC.

8—Export Expansion Seminar, Chamber of Commerce, **Long Beach, Calif.** sponsors: Long Beach Chamber of Commerce, Los Angeles Field Office.

9—National Management Association of Southern California, annual conference, Ambassador Hotel, **Los Angeles, Calif.,** Speaker: Eugene M. Braderman, Director, Bureau of International Commerce.

11-13—Mississippi Valley World Trade Conference, Roosevelt Hotel, **New Orleans, La.** Sponsors: International House, Port of New Orleans, Mississippi Valley Chambers of Commerce, Louisiana REECs, Department of Commerce Field Offices at New Orleans, Memphis. Speaker (May 13) Franklin D. Roosevelt, Jr., Undersecretary of Commerce.

12—Export Expansion Conference, **Tacoma, Wash.** Sponsors: Chamber of Commerce, Washington REEC, Department of Commerce Field Office at Seattle. Speaker; Daniel L. Goldy, National Export Expansion Coordinator.

12—Exporters Roundtable, North American Aviation, **El Segundo, Calif.** Sponsors: Los Angeles Field office, REEC.

12—Automotive Export Club of Chicago, Builders Bldg., **Chicago, Ill.**

12—Monthly luncheon meeting, International Executives Assn., Hotel Statler Hilton, **New York, N.Y.** Speaker: K.N. Wahal, Consul (Commercial) of India.

13—2nd Annual Export Executive Work Conference, University of Missouri, **Kansas City, Mo.** Sponsors: University of Missouri; World Trade Club, Kansas City Chamber of Commerce, REEC, Department of Commerce Field Office at Kansas City. Speaker: Robert Patterson, Business Services Division, Export-Import Bank of Washington.

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